STATE OF UTAH CONTRACT NUMBER: MA1833 Nov. 7, 2005



Revision number: 1 Purchasing Agent: Debbie Gundersen

(801) 538-3150

Item: Video Conferencing Hardware, Software and Services

Vendor: 91731C A Wire One Technology

299 South Main Street

#1700

Salt Lake City, Utah 84111

Remittance: 91731C Wire One Technology

Dept. 77636 P.O. Box 77000

Detroit, MI 48277-0636

Internet Homepage: <u>www.wireone.com</u>

Telephone: (801) 350-9161

Fax number: (801) 350-9163

Contact: Carter Williamson

Email address: cwilliamson@wireone.com

Brand/trade name: Polycom (ONLY)

Price: See attached price list with discount 7% noted

Terms: Net 30

Effective dates: 11/12/04 through 11/11/06

Days required for delivery: As Needed

Price guarantee period: Term of Contract

Minimum order: None

Min shipment without charges: FREIGHT INCLUDED (FOB) Destination

Other: POTENTIAL RENEWAL OPTIONS THROUGH

11/11/09

PRICING UPDATED.

This is a multiple award contract. Please see MA1834

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

WIRE ONE-POLYCOM PRICE GUIDE	
WIRE ONE-POLYCOM PRICE GUIDE	
MODEL PART NUMBER DESCRIPTION LIST PRICE	% DISCOUNT OFFERED
POLYCOM	70 DIOGOGIAT OFF ERED
PÚLTŮÚM COMPANIE COMP	
POLYCOM PART NUMBER Description LIST PRICE	Disc
POLYCOM POLYCOM	<u>5100</u>
FRIVARY	
POLYCOM POLYCOM	
POLYCOM Product Line Section Heading - SoundStation Systems	
With the Polycom SoundPoint Pro, both parties can talk at the same time. Meetings run more smooth	nly. Productivity increases. The phones
POLYCOM have an integrated headset amplifier, programmable speed dials, and an easy to use feature set. POLYCOM - Simultaneous, two-way (Full-duplex) conferencing performance	
POLYCOM - Caller ID with Caller ID on Call Waiting	
POLYCOM - 32-Character LCD display POLYCOM - 99-Number call history directory	
POLYCOM - Any-key dialing	
POLYCOM - Integrated headset amplifier, hanger, and controls POLYCOM - Programmable speed dials	
POLYCOM - Programmable speed dials POLYCOM 36 for SE-220	
POLYCOM 99 for SE-225	anti- and attended to take the Company
SoundPoint Pro SE-220 Desktop Conference Phone - Ideal for one-to-one conversations, this single-r offices and small business conferencing environments.	mic solution is ideal for small/home
POLYCOM SoundPoint Pro SE-225 Professional Conference Phone - Optimized for the office. Keypad activated in	ear mic provides up to 360-degree
POLYCOM	1
POLYCOM 2200-06000-001 SoundPoint Pro 3-Line Desktop \$299	15%
POLYCOM 2200-06315-001 SoundPoint Pro SE-220 2-Line Desktop Conference Phone \$199 POLYCOM 2200-06325-001 SoundPoint Pro SE-225 2-Line Professional Conference Phone \$249	15% 15%
POLYCOM 22000020 001 Sound office 10 02 220 2 Elife From Sound Conference 1 flore \$2.40	1370
POLYCOM	
POLYCOM PART NUMBER Description LIST PRICE	<u>Disc</u>
POLYCOM POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems	
POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems POLYCOM SoundStation (SS)	
POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems POLYCOM SoundStation (SS) POLYCOM SoundStation EX (SX)	
POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems POLYCOM SoundStation (SS) POLYCOM SoundStation EX (SX) POLYCOM SoundStation Premier (SSP) POLYCOM SoundStation Premier DEFINITY Direct (SSPD)	
POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems POLYCOM SoundStation (SS) POLYCOM SoundStation EX (SX) POLYCOM SoundStation Premier (SSP) POLYCOM SoundStation Premier DEFINITY Direct (SSPD) POLYCOM SoundStation Premier w/Mics (SSPM)	
POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems POLYCOM SoundStation (SS) POLYCOM SoundStation EX (SX) POLYCOM SoundStation Premier (SSP) POLYCOM SoundStation Premier DEFINITY Direct (SSPD)	
POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems POLYCOM SoundStation (SS) POLYCOM SoundStation EX (SX) POLYCOM SoundStation Premier (SSP) POLYCOM SoundStation Premier DEFINITY Direct (SSPD) POLYCOM SoundStation Premier w/Mics (SSPM) POLYCOM SoundStation Premier Satellite (SSPS) POLYCOM	
POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) POLYCOM SoundStation EX (SX) POLYCOM SoundStation Premier (SSP) POLYCOM SoundStation Premier DEFINITY Direct (SSPD) SOUNDSTATION SOUNDSTATION SOUNDSTATION SOUNDSTATION SOUNDSTATION PROJECT (SSPM) POLYCOM SoundStation Premier w/Mics (SSPM) POLYCOM SoundStation Premier Satellite (SSPS) POLYCOM	
POLYCOM POLYCOM POLYCOM SoundStation (SS) POLYCOM POLYCOM POLYCOM SoundStation EX (SX) SoundStation Premier (SSP) POLYCOM	9%
POLYCOM POLYCOM POLYCOM SoundStation (SS) POLYCOM POLY	9% 9%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier W/Mics (SSPM) SoundStation Premier Satellite (SSPS) POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) \$3 Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) \$70	9%
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Product Family Subsection Legend - Accessories - Soundstation Systems	9% 9% 9% 9%
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Product Family Subsection Legend - Accessories - Soundstation Systems	9% 9% 9% 9% 9% 9% 9% 9% 9%

PART NUMBER	Description	LIST PRICE	Disc
	Product Line Section Legend - Voicestation 100 Systems		
	Why wait for a conference room? VoiceStation 100 delivers professional quality		
	conferencing to offices and other smaller meeting areas. VoiceStation 100 is affordable for just about any office, and is ideal for meetings of up to 4 participan	ate With its proven Polycon	voice technology and styl
	VoiceStation 100 is the meet-any-time conference phone that will have everybod		r voice teerinology and styr
	- Full-duplex performance		
	- 3 microphones/1 speaker - Mute, flash, hold, redial		
	- Data port		
	- Wall mountable		
	- 33% smaller than SoundStation		
2200-06846-001	VoiceStation 100 for North America	\$299	15%
PART NUMBER	Description	LIST PRICE	Disc
1725 06966 004	Voice Station 100 User Guide: North America	\$5	Ω0/
1725-06866-001 1725-06866-101	Voice Station 100 User Guide: North America Voice Station 100 User Guide: EMEA	\$5 \$5	9% 9%
	VoiceStation 100 Wallmod: North America, Central America, South America,		
2200-06856-001	Mexico	\$99	9%
PART NUMBER	Description	LIST PRICE	<u>Disc</u>
	Product Line Section Legend - SoundStation VTX 1000 Systems		
	No more huddling around the phone! No more having to repeat yourself! Polyco	om's	
	revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive		
	office. It allows multiple people to have an efficient and productive conference		
	call free from having to lean into the phone or repeat oneself.		
	 Amazing room coverage: speak naturally from up to 20 feet from the microphon 		
	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam		
	Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam Software Upgradeability Maximum configuration flexibility		
	Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam Software Upgradeability Maximum configuration flexibility Easy to install and use		
	Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam Software Upgradeability Maximum configuration flexibility		
	Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam Software Upgradeability Maximum configuration flexibility Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone		
2200-07142-001	Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam Software Upgradeability Maximum configuration flexibility Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer		45%
2200-07142-001	Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam Software Upgradeability Maximum configuration flexibility Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone		45%
2200-07142-001	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference		45%
2200-07142-001	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes	\$1,799	45% 45%
	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference	\$1,799	
2200-07500-001	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by	\$1,799 d \$1,499	45%
	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only.	\$1,799 d \$1,499	
2200-07500-001	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by	\$1,799 d \$1,499	45%
2200-07500-001 2200-07585-001 2200-07685-001	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only. Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and	\$1,799 d \$1,499 \$2,848 \$3,398	45% 45% 45%
2200-07500-001	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only. Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase	\$1,799 d \$1,499 \$2,848	45% 45%
2200-07500-001 2200-07585-001 2200-07685-001	- Wideband audio with Acoustic Clarity Technology: you'll think you're in the sam - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only. Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and	\$1,799 d \$1,499 \$2,848 \$3,398	45% 45% 45%

POLYCOM POLYCOM Product Line Section Legend - SoundStation Premier Systems POLYCOM SoundStation Premier provides high-quality sound for medium sized conference rooms or Executive offices. Our full-duplex technology allows POLYCOM you to talk and listen at the same time, just as naturally as if you were in the same room. POLYCOM Full-duplex performance POLYCOM Echo cancellation delivers "handset quality" sound POLYCOM Noise reduction and automatic gain control remove background noise POLYCOM Integrated 16-character LCD display POLYCOM Hypercardioid microphones perform up to 20db better than "speakerphones" POLYCOM SoundStation Premier (non-expandable) - Optimized for medium sized conference rooms POLYCOM SoundStation Premier EX (expandable) - The same outstanding quality as the basic model, but includes microphone ports and remote POLYCOM SoundStation Premier EX with two EX microphones - Includes 2 external extension mics for improved meeting coverage POLYCOM 2200-01900-001 SoundStation Premier (w/ Expandability and IR Remote Keypad) \$999 45% POLYCOM 2200-03200-001 SoundStation Premier w/Two Extended Hypercardioid Microphones \$1,299 45% POLYCOM SoundStation Premier w/Two Extended Hypercardioid Microphones & Wireless 2200-03400-001 \$1.599 45% POLYCOM Microphone System 2200-05200-001 \$799 45% SoundStation Premier (Non-Expandable) POLYCOM SoundStation Premier (Non-Expandable) 'Blue Slate' POLYCOM 2200-05202-001 \$799 45% SoundStation Premier (Non-Expandable) 'Sand Drift' 2200-05203-001 45% POLYCOM \$799 POLYCOM POLYCOM POLYCOM POLYCOM 2200-02600-001 SoundStation Premier Satellite with 900 MHz Wireless Mic (*1) \$999 45% 2200-02601-001 SoundStation Premier Satellite Non-Wireless (*1) \$699 45% POLYCOM 2200-09000-001 Bundle 1: Satellite Without Wireless Capability and Premier (Non-Expandable) \$1,399 45% POLYCOM Bundle 2: Satellite Without Wireless Capability and Premier EX With Two EX 2200-09100-001 \$1,799 45% POLYCOM Mics 2200-09200-001 Bundle 3: Satellite WITH Wireless Mic & Premier EX with Two EX Mics \$2,199 45% POLYCOM Bundle 4: Satellite WITH Wireless Mic, Two EX Mics & Premier EX with Two EX 2200-09300-001 \$2,499 45% POLYCOM Bundle 5: Satellite without Wireless Capability with Two Hypercardioid Mics and 2200-09400-001 \$1,999 45% POLYCOM Premier EX With Two Hypercardioid Mics POLYCOM Product Line Subsection Footnote - SoundStation Premier & Satellite Systems POLYCOM *1 - REMINDER: Customer installing Premier Satellite with a previously installed Premier unit should be advised that the Satellite console POLYCOM replaces the Walmod or Unimod power supply. *2 - IMPORTANT: Premier Satellite is supported by software revision "C" or later - please confirm that the software is "Satellite Compatible" POLYCOM for previously installed Premier units POLYCOM POLYCOM POLYCOM Product Line Section Legend ¿ SoundStation Systems POLYCOM POLYCOM SoundStation's style and functionality are known throughout the world. That's because SoundStation conference phones make natural, full-duplex (two-way) conversations easy without 'clipping' or distortion. They are powered by Polycom's Acoustic Clarity Technology - our award-winning voice POLYCOM POLYCOM communications technology. Echo cancellation and noise suppression adapt automatically to changing POLYCOM POLYCOM ooms and telephone lines Mute buttons/dual color LED status lights POLYCOM POLYCOM Three quality cardioid microphones POLYCOM Full-duplex operation makes conversation natural and clear SoundStation (non-expandable) - Ideal for day-to-day group collaboration in ad-POLYCOM POLYCOM hoc meeting rooms, breakout rooms, and small-to-medium conference rooms. POLYCOM SoundStation EX (expandable) - Two expandable mic ports make the EX ready POLYCOM for improved meeting coverage POLYCOM SoundStation EX with two EX microphones - Includes 2 external extension mics POLYCOM POLYCOM 2200-00106-001 SoundStation \$499 45% 2200-00696-001 SoundStation EX w/Two Extended Mics \$799 45% POLYCOM POLYCOM 2200-00697-001 SoundStation EX w/Two Extended Mics & Wireless Mic System \$1.099 45% POLYCOM 2200-01423-001 SoundStation EX (expandable) \$599 45% 2705-00106-001 SoundStation Limited Edition (non-expandable) - Millennium Graphite 45% POLYCOM \$499 POLYCOM 2705-00106-002 SoundStation Limited Edition (non-expandable) - Lunar Silver \$499 45%

		Polycon	n North American Price L	list - Generated on 02-MAR-	2004_08:36:2
V0014					
YCOM YCOM	PART NUMBER	Description	LIST PRICE	Disc	
YCOM	PART NUMBER	Description	LIST FRICE	DISC	
YCOM		Product Family Legend - Accessories SoundStation Systems			
YCOM		SoundStation (SS)			
/COM		SoundStation EX (SX)			
/COM		SoundStation Premier (SSP)			
YCOM		SoundStation Premier 500D/550D (DEFINITY) (SSPD) SoundStation Premier w/Mics (SSPM)			
COM COM		SoundStation Premier Willics (SSPM) SoundStation Premier Satellite (SSPS)			
COM/		Soundotation Fremier Satellite (SSFS)			
-					
COM					
YCOM					
/COM	1725-01172-001	User Guide, Eng/Frn/Spn - SS	\$5	9%	
/COM	1725-01173-001	User Guide, Eng/Fre/Spa/Jap - SX	\$3	9%	
/COM	1725-02947-001	Quick Install Card - SSP	\$2	9%	
YCOM	1725-02974-001	User Guide, English Only - SSP	\$5	9%	
/COM	1725-03988-001	User Guide, Addendum English Only - SSPS	\$5	9%	
/COM	1725-06413-002	User Guide to DEFINITY Direct - SSPD	\$5	9%	
COM					
YCOM		<u> </u>			
YCOM					
YCOM	1676-00259-001	Soft Carrying Case - SS, SSP	\$99	9%	
YCOM	2200-00501-001	Metal Carrying Case - SS, SX	\$189	9%	
YCOM	2200-03153-001	Metal Carrying Case - SS, SSP	\$189	9%	
YCOM	2200 00100 001	Metal Carrying Case Co, Cor	Ψ100	070	
- COIVI					ı
YCOM					
YCOM					
YCOM	2200-03000-001	IR Remote Control - SSP	\$39	9%	
YCOM			733		
YCOM					
YCOM					•
YCOM	2200-01906-001	Video Interconnect - SS & SSP	\$119	9%	
YCOM	2200 01000 001	VIGEO INICIONINICAL CO A COI	Ψ110	070	
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YCOM					
YCOM					
YCOM	2200-05100-001	Wall Module - SS, SX, SSP, SSPX - 110v Only	\$149	35%	
YCOM	2200 00100 001	Wall Module Co, OX, Col , Col X 1107 Olly	ψ140	0070	
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YCOM					
YCOM					
YCOM	2200-00698-001	Extended Mic Pods (2) - SX	\$299	35%	
		Wireless Microphone System, Frequency A = 171.905MHz - SS and SSP - ** See		9%	
YCOM	2200-00699-001	Footnote Below Regarding Frequency and Country Availability	\$399	¥70	
(0011	2200-00699-002	Wireless Microphone System, Frequency F = 203.400MHz - SS and SSP - ** See	\$399	9%	
YCOM		Footnote Below Regarding Frequency and Country Availability	·		
YCOM	2200-02138-001	2 Ext. Hypercardioid Mics - SSP	\$399	40%	
YCOM		Decident Ferrille Outrostine Fertests			
YCOM		Product Family Subsection Footnote - ** Available in the U.S. only frequencies may interfere with other public networks.			
COM/COM		** Two frequencies are available to avoid interference if 2 units are used in adjoining			
YCOM YCOM		Two frequencies are available to avoid interference if 2 units are used in adjoining	g rooms.		
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YCOM		_ L			
COM	1520-03690-001	Battery Pack - SoundStation Premier Satellite Battery Pack - SSPS	\$35	9%	
COM [1020 00000-001	Sales, 1. ask Sounderation 1 Tornior Salestille Dattery 1 ack - 001 0	ΨΟΟ	0,0	
COIVI					ı
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YCOM	2200-00675-001	Cable - Ext. Mic Cables, 6ft, round (2) - SX, SSP	\$29	9%	
T I	2200-00675-002	Cable - Ext. Mic Cables, 10ft, round (2) - SX, SSP	\$29	9%	
COM		Oakla For Mia Oaklas Officerond (O) OV COD	\$29	00/	
YCOM YCOM	2200-00675-003	Cable - Ext. Mic Cables, 25ft, round (2) - SX, SSP	\$29	9%	I
	2200-00675-003 2457-00449-001	Cable - Ext. Mic Cables, 25ft, round (2) - SX, SSP Cable - RJ45 Satellite to Premier Console Cable; 25ft	\$29	9%	

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М	2457-04931-001	Security Kit (KA-Keyed Alike). Includes Cable, lock/key, hardware, instructions	\$49	9%	
М	2457-04931-002	Security Kit (KD-Keyed Different). Includes Cable, lock/key, hardware, instructions	\$49	9%	
м	2457-04931-003	Security Kit (MK-Keyed Differently, with a Master Key) *Special Order, Longer Lead. Includes Cable, lock/key, hardware, instructions	\$59	9%	
М		Lead. Includes Capie, lockney, nardware, instructions			
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М	1710-00469-003	Shipping Box	\$9	3%	
М	1710-02828-001	Shipping Box - SSP	\$9	3%	
И	1710-03175-001	Shipping Box, New (4 Color) - SS	\$9	3%	
M	1710-04537-001	Shipping Box - SSPS	\$9	3%	
И	2710-00328-001	Ship Kit, (10/bx) (Box,Foam,Guide) - SS,SX	\$190	3%	
M VI	2710-03612-001	Ship Kit (Box, Foam, Guide, Handle) - SSP	\$190	3%	
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м м	PART NUMBER	Description	LIST PRICE	Dina	_
M _	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
М					
и —					
и [1725-07246-001	User Guide, English, SSVTX	\$5	9%	
и –	1725-07247-001	Quick Install Guide English, SSVTX	\$3	9%	
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Л	2200-07156-001	ASSY,TOP,VTX,INTERFACE MODULE	\$199	45%	
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M	2215-07155-001	Extended Microphones (2), SSVTX	\$299	45%	
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Л 4	2565-07242-001	VTX 1000 Subwoofer, 110V	\$149	45%	-1
Λ _	2565-07242-001	VTX 1000 Subwoofer, 110V VTX 1000 Subwoofer, 220V	\$149	45%	-
Λ <u> </u>	2000-07242-002	VIA 1000 SUDWOOIEI, ZZOV	φ149	40%	
Λ					
и —		<u> </u>			
и [1457-07363-001	Cable - Subwoofer cable, 7ft - SSVTX	\$19	9%	
'i -	2200-41220-001	Cable - Ext. Mic Cables, 7ft, round (2), SSVTX	\$29	9%	
	2200-41220-002	Cable - Ext. Mic Cables, 15ft, round (2) SSVTX. Approved for North America only.	\$29	9%	
Λ		Cable - Ext. Mic Cables, 25ft, round (2) SSVTX. Approved for use world-wide,			=
Λ	2200-41220-003	except EMEA. Cable - Power Supply to Console Cable, 21ft - SSVTX Note: For Use with VTX	\$29	9%	-
И	2457-07690-001	1000 Systems ONLY.	\$29	9%	
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Λ Λ	1710-07513-003	Twin-Pack Overpack Box. Internal Boxes Not Included - SSVTX	\$5	3%	

OM OM	PART NUMBER	Description	LIST PRICE	Disc	
OM OM		Product Family Section Legend-			_
OM		*1 These products attach to an Avaya digital PBX through the Digital Voice			
OM		Terminals listed			
MC MC		*2 Connects any analog Polycom conf phone directly to a Nortel® Meridian® or Norstar® digital wall jack			
OM		*3 Connects any analog Polycom conf phone to any digital phone system			
DM DM		through a Digital Voice Terminal handset port *4 These SoundStation Premier products connect directly to any Avaya 64XX,			
OM		74XX, or 84XX digital wall jack* - no Digital Voice Terminal required (*Minor			
OM OM		exceptions apply - see data sheet) *5 These SoundStation Premier products connect directly to any Nortel Meridian			
OM		digital wall jack* - no Digital Voice Terminal required. (*Minor exceptions apply -			
OM OM _		see data sheet)			_
ОМ _					
OM		SoundStation Premier 550D Avaya - Expandable w/ Two External Microphones			1
OM	2305-06350-001	with Direct Connection to Avaya DEFINITY® PBX (Remote Control Not Included) *4.	\$1,499	45%	
ОМ	2305-06375-001	SoundStation Premier 550D Avaya - Expandable with Direct Connection for Avaya DEFINITY PBX (Remote Control Not Included) *4	\$1,199	45%	
	2305-07375-001	SoundStation Premier 500D Avaya - Non-Expandable with Direct Connection for	\$999	45%	1
OM _ OM	2305-07375-001	Avaya DEFINITY PBX (Remote Control Not Included) *4	ф 999	45%	
OM _					T
OM		1			_
OM	2305-00106-001	SoundStation (Polycom/Avaya Analog Co-branded)	\$499	45%	
OM	2305-00696-001	SoundStation EX w/Two Extended Microphones (Polycom/Avaya Analog Cobranded)	\$799	45%	
OM	2305-01900-001	SoundStation Premier EX (expandable) (Polycom/Avaya Analog Co-branded)	\$999	45%	
OM	2305-03000-001	Avaya DCP SoundStation - For Use w/Avaya 7102, 7400, 8102, 8400, & 8500 Voice Terminals *1	\$649	45%	
ОМ	2305-03100-001	Avaya DCP SoundStation EX w/Two Extended Microphones - For Use w/Avaya 7102, 7400, 8102, 8400, & 8500 Voice Terminals *1	\$949	45%	
OM	2305-03200-001	SoundStation Premier EX w/Two Extended Hypercardioid Microphones (Polycom/Avaya Analog Co-branded)	\$1,299	45%	
	2305-03600-001	Lucent DCP SoundStation Premier EX (expandable) - For Use w/Avaya 7102,	\$1,199	45%	
MC		7400, 8102, 8400, & 8500 Voice Terminals *1 Lucent DCP SoundStation Premier EX w/Two Extended Hypercardioid			
ОМ	2305-03700-001	Microphones - For Use w/Avaya 7102, 7400, 8102, 8400, & 8500 Voice Terminals *1	\$1,499	45%	
ОМ _					Т
OM _					
OM	2200-07120-001	SoundStation Premier 550D Nortel - Expandable mics not included, with Direct	\$1,099	45%	1
MC	2200 07 120 00 1	Connection for Nortel Meridian PBX (Remote Control Not Included) *5	ψ.,σσσ	1070	
204	2200-07124-001	SoundStation Premier 550D Nortel - Expandable w/ 2 External Microphones with Direct Connection for Nortel Meridian PBX (Remote Control Not Included) *5	\$1,399	45%	
MC	2200 00420 004	SoundStation Premier 500D Nortel - Non-Expandable with Direct Connection for	P000	AEQ/	
MC MC	2200-08120-001	Nortel Meridian PBX (Remote Control Not Included) *5	\$899	45%	
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OM OM					1_
OM	2200-03111-001	Konexx DWint (Northern Telecom Telephone Adapter) *2	\$249	3%	
	2200-07922-001	Konexx Konference - Connects an analog conference phone in a digital PBX environment. Attaches through the (analog) handset port of a digital phone	\$109	3%	
OM Jivi	2200 07 022 00 1	terminal, eliminating the need for a separate analog line.	Ψ100	070	
OM OM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
OM _	·		<u>=:0:::::0=</u>	<u>5.00</u>	_
ОМ					
OM _		1			
MC	1725-07090-001	User Guide to 500D/550D (DEFINITY) - SSPD	\$4	9%	
DM _	2215-06446-001	Cord Kit 500D/550D (DEFINITY) - SSPD	\$10	9%	-
MC MC	2301-03433-001 2301-06415-001	Avaya DCP Wall Module Connector Interface Module 500D/550D (DEFINITY) - SSPD	\$149 \$259	20% 9%	+
OM	2465-06252-002	Power Adapter 500D/550D (DEFINITY) - SSPD	\$259 \$15	9%	+
DM _					
OM					
ОМ			1 11		
OM	1465-06252-002	Power Adapter 500D/550D (Meridian)- SSPD	\$15	9%	
MC	2201-06415-003	Interface Module 500D/550D (Meridian) - SSPD	\$259	9%	
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POLYCOM	2215-06446-002	Cord Kit 500D/550D (Meridian) - SSPD	\$10	9%	
POLYCOM					
POLYCOM POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
POLYCOM		Product Line Family Legend - Installed Voice Systems			
POLYCOM		IMPORTANT!			
POLYCOM POLYCOM		Only Qualified Registered Resellers may purchase Installed Voice products and sy Please contact Polycom to speak with an Installed Voice Systems Sales Represen		information	
POLYCOM		Vortex provides a custom audio solution for conference rooms, training facilities, di			oriums.
POLYCOM		Vortex EF2280 - Mixes mics and other audio while canceling acoustic echoes and	background noi	ise.	
POLYCOM POLYCOM		Vortex EF2241 - A companion to the Vortex EF2280 or stand-alone solution for me Vortex EF2201 - Phone add for voice and video conferencing applications.	dium sized roor	ms.	
POLYCOM		Vortex EF2211 - A stand-alone single channel acoustic echo canceller with telepho	ony interface for	r small rooms and roll-about applicat	ions.
POLYCOM		Vortex EF2210 - A stand-alone single channel acoustic echo canceller for small ro	oms and roll-ab	out applications.	
POLYCOM					1
POLYCOM					
POLYCOM		•			
DOLVOOM	2200-82201-001	Vortex EF2201 Phone Add - Includes power supply, user manual, software, Cat 5	\$995	28%	
POLYCOM		cable 15' telco cable. Approved for North America Vortex EF2210 Single-channel AEC / Noise canceller Includes power supply,			
	2200-82210-001	user manual, software, Cat 5 cable. Approved for North America, Japan and	\$1,995	28%	
POLYCOM		Taiwan.			
	2200-82211-001	Vortex EF2211 Single-channel AEC with built-in phone add - Includes power supply, user manual, software, Cat 5 cable, 15' telco cable. Approved for North	\$2,695	28%	
POLYCOM	2200 02211 001	America.	\$2,000	2570	
	2200 82244 004	Vortex EF2241 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing, Matrix	#2 00F	2007	
POLYCOM	2200-82241-001	Mixer, and Telephony interface Includes power supply, user manual, software, Cat 5 cable, 15' telco cable. Approved for North America.	\$3,995	28%	
		Vortex EF2280 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing and			
POLYCOM	2200-82280-001	Matrix Mixer Includes power supply, user manual, software, Cat 5 cable.	\$4,615	28%	
POLITCOIVI		Approved for North America, Japan and Taiwan. Vortex EF2280-EF2201 Package System Includes EF2280, EF2201, power			
	2200-82282-001	supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for	\$5,610	28%	
POLYCOM		North America. Vortex EF2280-EF2241 Package System Includes EF2280, EF2241, power			
	2200-82283-001	supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for	\$8,360	28%	
POLYCOM		North America.	***		
	2230-90022-001	Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase	\$5,295	28%	
POLYCOM	2230-30022-001	Installed Voice products and systems.	ψ5,235	2070	
		Bundle: Vortex EF2280 and SoundStation VTX 1000 (w/o EX microphones and			
POLYCOM	2230-90023-001	subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$5,895	28%	
POLYCOM		installed voice products and systems.			
POLYCOM					
POLYCOM POLYCOM	1465-41366-001	Vortex EF200 & EF400 Power Supply	\$96	28%	
POLITCOIVI	1403-41300-001	Vortex Power Supply. 100-250V; 40W,3 Output (5V @ 3A, 15V @ 1.6A, -15V @	Ψ30	2070	
	1465-80017-002	0.3A) ,5PIN DIN. Used for Vortex models EF2280, 2241, 2211, 2210 and 2201.	\$96	28%	
POLYCOM		Does not include Country-specific power cord. Vortex EF-IR10 Infra-Red Remote Control for EF2280, EF1210, EF600*, EF200			
POLYCOM	2200-80010-001	(*with EF600 volume on EF200 only)	\$269	28%	
	2200-80099-001	Vortex EF-IR11 Infra-Red Remote Control for use with EF2280, EF2241, EF2201,	\$349	28%	
POLYCOM		2211 and EF2210. Vortex EF22xx Accessory Kit. Contains twelve (12) Phoenix-type terminal	40.0		
POLYCOM	2215-80031-001	connectors for use with EF22xx models.	\$62	28%	
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POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM	I THE I TOWNER	<u>Description</u>	LIGITIMOL	<u> </u>	
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POLYCOM					
POLYCOM	4005 00505 004	Deliverer Consulting House Date	\$250	9%	
POLYCOM	4865-06505-001	Polycom Consulting Hourly Rate	\$250	9%	
POLYCOM					
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM					,
POLYCOM					
POLYCOM		1			
, OLI COIVI		Premier per unit, SoundPoint,, I Year, Parts shipped premium day of call,			
	4870-00039-112	Unlimited Telephone Technical Support During Business Hours, SW	\$20	3%	
POLYCOM		updates&upgrades (prices for other than 1 Yr to be prorated accordingly) - LIST PRICE			
		Premier, Account Based, 20 to 100 Phones per phone, SoundPoint, I Year, Parts			
	4870-00039-118	shipped premium day of call, Telephone Technical Support During Business Hrs,	\$16	3%	
POLYCOM		SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST			

		Polycon	n North America	n Price List - Generated on 02-MAR-2004_0
POLYCOM	4870-00039-120	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, I Year, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, SW updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$15	3%
POLYCOM	4870-00039-122	Premier,Account Based, 500+ Phones per phone, SoundPoint,, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST PRICE	\$14	3%
OLYCOM	4870-00039-312	Premier, per unit, SoundPoint, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$45	3%
DLYCOM	4870-00039-318	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) - LIST PRICE	\$36	3%
DLYCOM	4870-00039-320	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$34	3%
LYCOM	4870-00039-322	Premier, Account Based, 500+ Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$32	3%
LYCOM	4870-00039-512	Premier, per unit, SoundPoint,SoundPointIP, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$69	3%
DLYCOM	4870-00039-518	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business HoursSW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$55	3%
DLYCOM	4870-00039-520	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint, SoundPoint, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$52	3%
LYCOM	4870-00039-522	Premier, Account Based, 500+ Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$49	3%
DLYCOM				
LYCOM				
LYCOM		Deutsey Durming now unit County Deint County Deint ID IVy Overlifted County		
DLYCOM	4870-00039-160	Partner Premier, per unit, SoundPoint, SoundPoint IP, IYr, Qualified Service Partners only, Parts shipped premium day of call, Tel Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$10	3%
DLYCOM	4870-00039-168	Partner Premier, Acct Based,upto100 Phones/phone,SoundPt., Qualified Svc Partners Only, I Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$9	3%
DLYCOM	4870-00039-170	PartnerPremier, Account Based, 101-500Phones/phone, SoundPt, Qualified Svc Partners Only, I Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$8	3%
DLYCOM	4870-00039-172	PartnerPremier,Acct Based,500+ hones/phone,SoundPt, Qualified Svc Partners Only, I Yr, Parts shipped premium day of call, TelTech Support During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$7	3%
DLYCOM	4870-00039-360	Partner Premier, per unit, SoundPoint, SoundPoint, 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly)	\$23	3%
	4870-00039-368	PartnerPremier,AcctBased,20-100 Phones/phone,SoundPoint,SoundPoint, 3Yr,Qualified Svc Partners only,Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be	\$20	3%
LYCOM			\$25	
	4870-00039-370	prorated accordingly) Partner Premier, Acct Based, 101-500 Phones/phone, SoundPoint, SoundPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW	\$19	3%
LYCOM		prorated accordingly) Partner Premier, Acct Based, 101-500 Phones/phone, SoundPoint, SoundPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner/Premier, Acct Based/unit, 500+ Phones/phone, SndPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Support During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated		3%
LYCOM	4870-00039-370	prorated accordingly) Partner Premier, Acct Based, 101-500 Phones/phone, SoundPoint, SoundPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, Acct Based/unit, 500+ Phones/phone, SndPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Support During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, per unit, SoundPoint, 5Yr, Qualified Service Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to Channel, SW updates&upgrades(prices for other than 5yr to be prorated	\$19	
DLYCOM DLYCOM DLYCOM	4870-00039-370 4870-00039-372	prorated accordingly) Partner Premier, Acct Based, 101-500 Phones/phone, SoundPoint, SoundPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier, Acct Based/unit, 500+ Phones/phone, SndPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Support During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, per unit, SoundPoint, 5Yr, Qualified Service Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to	\$19 \$18	3%

LYCOM	4870-00039-572	PartnerPremier, Account Based,500+ Phones/phone, SoundPoint,,Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices for other than 5yr to be prorated accordingly)	\$29	3%
LYCOM				
LYCOM	PART NUMBER	Description	LIST PRICE	Disc
LYCOM LYCOM LYCOM LYCOM LYCOM		Product Line Section Legend - Maintenance Services - Installed Voice * Refer to Services Policies Tab for service availability and price uplifts applicable in	n some countries	
YCOM _				<u> </u>
YCOM _				
YCOM	4870-00030-112	Premier, 1 Year, Vortex EF2201, advance replacement parts shipped priority level same business day, telephone technical support during business hours, software Updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier, 3 Year, Vortex EF2201, advance replacement parts shipped priority level	\$90	3%
YCOM	4870-00030-312	same business day, telephone technical support during business hours, software updates & upgrades LIST PRICE	\$245	3%
усом	4870-00031-112	Premier, 1 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
YCOM	4870-00031-312	Premier, 3 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
YCOM	4870-00032-112	Premier, 1 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
YCOM	4870-00032-312	Premier, 3 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
YCOM	4870-00033-112	Premier, 1 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech supportduring bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
YCOM	4870-00033-312	Premier, 3 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
YCOM	4870-00034-004	On-site Visit, Vortex Products, per incident on-site visit per day, travel and expenses are additional *	\$2,500 plus Travel & Expenses	3%
YCOM	4870-00034-112	Premier, 1 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
YCOM	4870-00034-312	Premier, 3 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech supportduring bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
усом	4870-00035-112	Premier, 1 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$390	3%
YCOM	4870-00035-312	Premier, 3 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,050	3%
YCOM	4870-00036-112	Premier, 1 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$590	3%
YCOM	4870-00036-312	Premier, 3 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,590	3%
YCOM YCOM				
YCOM _		1		
YCOM				
YCOM	4870-00030-160	Partner Premier, 1 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly	\$55	3%
YCOM	4870-00030-360	Partner Premier, 3 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$145	3%
YCOM	4870-00031-160	Partner during bus his, sw opdates & upgrades Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$95	3%
. i OOIVI	4870-00031-360	Partner during bus firs, Sw updates & upgrades Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$265	3%

		Polycom	North American	Price List - Generated on 02-MAR-2004_08:	.36:21_AN
POLYCOM	4870-00032-160	Partner Premier, 1 Yr, Vortex EF2211, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$95	3%	
POLYCOM	4870-00032-360	Partner Premier, 3 Yr, Vortex EF2211, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$265	3%	
POLYCOM	4870-00033-160	Partner Premier, 1 Yr, Vortex EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$185	3%	
POLYCOM	4870-00033-360	Partner Premier, 3 Yr, Vortex EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$495	3%	
POLYCOM	4870-00034-160	Partner Premier, 1 Yr, Vortex EF2280, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$185	3%	
POLYCOM	4870-00034-360	Partner Premier, 3 Yr, Vortex EF2280, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades Partner Premier, 1 Yr,Vortex EF2280&EF2201, Qualified Partners Only, advance	\$495	3%	
POLYCOM	4870-00035-160	replacement parts shipped priority level same bus day, phone tech sppt to Ptr during bus hrs, SW updates & upgrades(prices for terms other than 1Yr to be prorated accordingly)	\$235	3%	
POLYCOM	4870-00035-360	Partner Premier, 3 Yr, Vortex EF2280 & EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$630	3%	
POLYCOM	4870-00036-160	Partner Premier, 1 Yr, Vortex EF2280&EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Ptr during bus hrs, SW updates&upgrades (prices for terms other than 1Yr to be prorated accordingly)	\$355	3%	
POLYCOM	4870-00036-360	Partner Premier, 3 Yr, Vortex EF2280 & EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$955	3%	
POLYCOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
POLYCOM POLYCOM					
POLYCOM	4870-00040-112	Premier, per unit, SoundStation, SoundStationIP, SoundStationEX, VoiceStation100, 1 Yr, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 1 yr to be prorated accordingly) LIST PRICE	\$25	3%	
POLYCOM	4870-00040-124	Premier, Acct Based/unit, Upto100 Phones,SoundStation,SoundStationIP,SoundStation EX,VoiceStation100, I Yr, Parts shipped premium day of call, Tel Tech Support During Bus Hrs,SWupdates&upgrades(prices for other than 1 yr to be prorated accordingly) LIST PRICE	\$1,750	3%	
POLYCOM	4870-00040-312	Premier, per unit, SoundStation, SoundStation IP, SoundStation EX, VoiceStation100, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$55	3%	
POLYCOM	4870-00040-324	Premier, Accnt Based, Upto 100 Phones, SoundStation, SndStation IP, SSEX, VoiceStation100,3Yr, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$4,125	3%	
POLYCOM				T	—
POLYCOM POLYCOM					
POLYCOM	4870-00040-160	PartnerPremier,per unit,SoundStation,SndStationIP,SndStationEX,VoiceStation100,IYr,Qualified Svc Partner Only,Parts shipped premium day of call,Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices other than 1yr to be prorated accordingly)	\$13	3%	
POLYCOM	4870-00040-174	PartnerPremier,AcctBased,Upto100 Phones,SndStation,SndStationIP,SSEX VoiceStation,Qualified SvcPartners,1Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices other than 1yr to be prorated accordingly)	\$875	3%	
POLYCOM	4870-00040-362	PartnerPremier,per unit, SoundStation,SoundStationIP, SoundStationEX VoiceSt100,Qualified Svc Partners,3Yr, Parts shipped premium day of call,Tel Tech Support During Bus.Hrs to Channel,SW updates&upgrades(prices other than 3yr to be prorated accordingly)	\$28	3%	
POLYCOM	4870-00040-374	PartnerPremier,AcctBased,Upto100Phones,SndStation,SndStationIP,SSEX VoiceSt100,Qualified Svc Partners,3Yr,Parts shipped premium day of call,Tel Tech Support During Bus.Hrs to Channel,SWupdates&upgrades(prices other than 3yr to be prorated accordingly)	\$2,065	3%	
PULYCUM					
POLYCOM POLYCOM POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
POLYCOM					

Provided APP 00041-12	2011/0011					
Part	OLYCOM	4070 00044 442		#20	20/	
APP-00041-192 Sizeffeit N*/ Custified Six-Per Colly-Para shipped permitum day of call, Tell* Feb.	DLYCOM	4870-00041-112	Hours , SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE	\$30	3%	-
Picenies, por unit, SoundStation Premise, SoundStation Premise Statellin, 3 Year, 14570,00041-312 Patricip promised and year. Telephone Technical Support During Business \$60 3%	OLYCOM	4870-00041-124	Satellite,IYr,Qualified Svc Part Only,Parts shipped premium day of call,TelTech Support During Bus Hrs to Channel,SWupdates&upgrades(prices other than 1yr to	\$2,250	3%	
Permier Salellies, 3rt. Parts shipped permium day of call. Tell Technical Support 1 (2004) 1 (4870-00041-312	Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices other than 3 yr to be prorated accordingly)	\$65	3%	
AYCOM ARTO-00041-160 Particle/Premier per unit, SoundStation Premier, SS Premier Statellita, IV: Qualified Six Partners Only, Parts shipped premium day of call, Tell Fesh Support During Business His Lo Channel, SVIpulgatessApproceleptices other than 1 yr to be prorated accordingly) ARTO-00041-174 ARTO-00041-174 ARTO-00041-175 ARTO-00041-176		4870-00041-324	Premier, Account Based, Upto100 Phones, SoundStation Premier,SoundStation Premier Satellite, 3Yr, Parts shipped premium day of call, Tel Technical Support During Business Hours, SW updates&upgrades(prices other than 3 yr to be	\$4,875	3%	
Partner/Premier car unit SoundStation Premier Statilist In Consisted Seventine Statilist In Consisted Seventine Statilist In Consisted Seventine Statilist In Consisted Seventine Sevent			professional accordingly) Elot 1 NoL] —
ASTO-00041-160 ASTO-00041-160 ASTO-00041-160 ASTO-00041-170 ASTO-00041-170	DLYCOM					
Sev Partners (Only Parts shipped premium day of call, Tell Ten's Support During Business Has to Charmes (SwydostaseSuppordes) present part in Yar to be prorated accordingly)	DLYCOM _					
Sarbille, Qualified SvePartners, Nr, Parts shipped premium day of call, TeTerch by to be prorated accordingly) DLYCOM A870-00041-360 A870-00041-360 A870-00041-360 A870-00041-374 A870-00041-374 A870-00041-375 A870-0	OLYCOM	4870-00041-160	Svc Partners Only,Parts shipped premium day of call,Tel Tech Support During Business Hrs to Channel,SWupdates&upgrades(prices other than 1 yr to be	\$15	3%	
DLYCOM #870-00041-360 Partners_3Yr_Parts shipped premium day of call_Tell_Fech Support During Bus. His channel. SW Updates&upgrades(prices other than 3yr to be prorrated accordingly) Partners_3Yr_Parts shipped premium day of call_Tell_Fech Support During Bus. His channel. SW Updates&upgrades(prices other than 3yr to be prorrated scotlar_15 to be prorrated accordingly)	OLYCOM	4870-00041-174	Satellite, Qualified SvcPartners, IYr, Parts shipped premium day of call, TelTech Support During Bus. Hrs to Channels, SWupdates & upgrades (prices other than 1yr	\$1,125	3%	
A870-00041-374 Satellite, Qualified Svc Partners, 3Yr, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices other than 3yr be prorated accordingly)	OLYCOM	4870-00041-360	Partners,3Yr,Parts shipped premium day of call,Tel Tech Support During Bus. Hrs to Channel,SW Updates&upgrades(prices other than 3yr to be prorated	\$33	3%	
DLYCOM DL	OI VCOM	4870-00041-374	Satellite, Qualified Svc Partners, 3Yr, Parts shipped premium day of call, TelTech Support During Bus. Hrs to Channel, SW Updates&upgrades (prices other than 3yr	\$2,440	3%	
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DLYCOM 4870-00042-312		4670-00042-112	Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE	\$99	376	
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PartnerPremier, per Unit,SoundStation VTX1000, I Year,Qualified Service Partners Only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to Channel, Software Updates&Upgrades(prices other than 1 yr to be prorated accordingly) PartnerPremier, Acct Based,Up to100 Phones,SSVTX1000, 1 Yr, Qualified Service PartnerPremier, Acct Based,Up to100 Phones,SSVTX1000, 1 Yr, Qualified Service PartnerPremier, Per Unit,SoundStation VTX1000, I Year,Qualified Service Partners \$49 3% 849 3% Channel,Software Updates&Upgrades(prices other than 1 yr to be prorated \$2,999 3%	DLYCOM DLYCOM DLYCOM DLYCOM	4870-00042-124 4870-00042-312 4870-00042-324 4870-00043-112	Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE	\$5,999 \$249 \$14,999 \$189	3% 3% 3%	
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DLYCOM accordingly)	DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	4870-00042-124 4870-00042-312 4870-00042-324 4870-00043-112 4870-00043-312	Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$5,999 \$249 \$14,999 \$189 \$470	3% 3% 3% 3%	

POLYCOM	4870-00042-360	PartnerPremier, per Unit, SoundStation VTX1000, 3 Yr, Qualified Service Partners Only, Parts shipped premium day of call, Teleph Techn Support During Business Hrs to Channel, Software Updates&Upgrades (prices other than 3 yr to be prorated accordingly)	\$125	3%
POLYCOM	4870-00042-374	PartnerPremier,Acct Based,SSVTX1000,3 Yr, Up To 100 Phones,Qualified Service Partners, Parts shipped premium day of call, Teleph Tech Support During Bus.Hrs to Channel, Software Updates&Upgrades(prices other than 3 yr to be prorated accordingly)	\$7,499	3%
POLYCOM	4870-00043-160	PartnerPremier,per 2 Unit twin pack,SoundStation VTX1000,1Yr,Qualified Service Partners Only,Parts shipped premium day of call,Teleph Tech Support During Business Hrs to Channel,Software Updates&Upgrades(prices other than 1 yr to be prorated accordingly)	\$90	3%
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Product Family Section Legend - VSX7000 The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include: 1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a	LIST PRICE	<u>Disc</u>
Product Family Section Legend - VSX7000 The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include: 1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a	LIST PRICE	Disc
Product Family Section Legend - VSX7000 The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include: 1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a	LIST PRICE	<u>Disc</u>
Product Family Section Legend - VSX7000 The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include: 1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a	LIST PRICE	<u>Disc</u>
Product Family Section Legend - VSX7000 The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include: 1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a	LIST PRICE	Disc
Product Family Section Legend - VSX7000 The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include: 1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a	LIST PRICE	Disc
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The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include: 1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a		
1. Near-CD Quality 2. TV-like Video 3. Innovative Ease of Use 4. Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a		
TV-like Video Innovative Ease of Use Ultimate Versatility All VISX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a		
3. Innovative Ease of Use4. Ultimate VersatilityAll VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a		
 Ultimate Versatility All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a 		
Remote Control.		
<u> </u>		
VSX 7000 (NTSC) with Media Center Cart and one 34-inch (32 viewable) NTSC		
7200-21661-001 Display, IP as described in 2200-10800-001, English remote, NA power. Uses VSX built in speaker and subwoofer.	\$10,999	27.50%
VSX built in speaker and subwooter. VSX 7000 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays,		
IP as described in 2200-10800-001, VCVSX, 2nd Monitor Kit, English remote, NA	\$16.999	27.50%
power.One NTSC display, one XGA multimedia display. Uses VSX built in speaker and subwoofer.	\$10,000	21.0070
Speaker and Subwooler.		
VOV 7000 (NITOO) in high provide North Associate and ID		
2200-10800-001 VSX 7000 (NTSC) includes: English Remote, North American power cords, IP only (network modules ordered separately), 1st Year Standard Service	\$5,999	30.00
2045 20502 004 VCV Quad DDI Madula includes soldes	£4.400	200/
2215-20523-001 VSX Quad BRI Module, includes cables VSX Serial Network Module (V.35, RS449, RS530 with RS366 dialing), adapter	\$1,499	28%
cable, serial interface cable ordered separately	\$1,499	28%
Cable, V.35 ASCEND 5' Serial Cable, HD-44M (ViewStation EX, FX,	\$129	9%
VS4000 and VSX) Cable, V.35 and RS-366 5' Serial Cable, HD-44M to 'Y' Winchester 34M / RS-366	0.100	
DB-25M (ViewStation EX, FX, VS4000 and VSX)	\$189	9%
2457-10610-001 Cable, RS-449 and RS-366 5' Serial Cable, HD-44M to 'Y' RS-499 DB-37M / RS-366 DB-25M (ViewStation EX, FX, VS4000 and VSX)	\$189	9%
2457, 24263, 004 Cable, RS-530 with RS-366, 5' Serial Cable, HD-68M to 'Y' RS-530 DB-37M / RS-	\$189	9%
366 DB-25M (VSX only)	\$109	370
2200-20560-001 VSX People+Content (includes Visual Concert VSX)	\$1,499	12,5 %
2200-21330-001 VSX 7000 Additional Display Adapter	\$699	9%
5150-21297-001 VSX MultiPoint Software License Key	\$2,999	12. 5 %
5150-21402-001 VSX Embedded Encryption (AES) Software License Key	\$999	9%
2215-20730-001 VSX Additional Microphone Kit - Contains 1 Microphone with 10' Cable	\$499	9%
2215-20933-001 Advanced Infrared Remote Control - English	\$99	9%
2215-20933-104 VSX Advanced Infrared Remote Control - Norwegian	\$99	9%
2215-20933-106 Advanced Infrared Remote Control - Gernan	\$99	9%
2215-20933-107 Advanced Infrared Remote Control - French	\$99	9%
2215-20933-108 Advanced Infrared Remote Control - Italian	\$99	9%
2215-20933-111 Advanced Infrared Remote Control - Portuguese	\$99	9%
2215-20933-115 Advanced Infrared Remote Control - Spanish	\$99	9%
<u> </u>		
2457-20910-003 CABLE - VSX Conference Link cable, 30'	\$19	9%
2457-20910-050 CABLE - VSX Conference link cable, 50'	\$29	9%
PART NUMBER Description	LIST PRICE	Disc
PART NUMBER Description	LIST PRICE	Disc

POLYCOM

_		Polycom	North America	n Price List - Generated on 02-MAR-2004_
М _				
М		Installation, VSX7000, on-site installation of system and certain collaboration		
М	4870-00001-002	tools, LIST PRICE	\$995	3%
и _				
И _				
И				
	4070 00004 404	Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory,	0.450	00/
	4870-00001-104	telephone technical support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$450	3%
Λ		(prices for terms offer than 1 11 to be protated decordingly) Fig. 1 110E		
	4870-00001-304	Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical	\$720	3%
1		support during business hours, software updates & upgrades LIST PRICE	, ,	
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1				
	4870-00001-100	Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support during business hours	\$195	3%
	4870-00001-100	(prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$195	3%
1		(r		
	4070 00004 400	Premier, Annual Renewal 1 Yr, VSX7000, parts shipped priority level same	* 050	00/
	4870-00001-106	business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$650	3%
1		Premier, 3 Yr, VSX7000, parts shipped priority level same business day,		
	4870-00001-306	telephone tech support during business hours, software updates & upgrades LIST	\$1,195	3%
1		PRICE		
1_				
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1		Premier Plus, 1st Yr Upgrade, VSX7000, next business day on-site labor & parts,		
	4870-00001-102	telephone technical support during business hours (prices for terms other than 1	\$695	3%
1		Yr to be prorated accordingly) LIST PRICE*		
	4870-00001-108	Premier Plus, Annual Renewal 1 Yr, VSX7000, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other	\$1,150	3%
1	4070-00001-100	than 1 Yr to be prorated accordingly) LIST PRICE*	ψ1,130	370
		Premier Plus, 3 Yr, VSX7000, next business day on-site labor & parts, telephone		
1	4870-00001-308	tech support during business hours, software updates & upgrades LIST PRICE*	\$2,395	3%
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	4870-00001-154	Partner Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates &	\$270	3%
	4070-00001-134	upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$270	376
1				
	4870-00001-354	Partner Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates & upgrades	\$430	3%
1		technical support to Partner during business nours, software updates & upgrades		
1 _				
1 _				
/				
	4870-00001-150	Partner Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support to Partner during	\$120	3%
	4070-00001-130	business hours (prices for terms other than 1 Yr to be prorated accordingly)	Ψ120	370
1		Partner Premier, Annual Renewal 1 Yr, VSX7000, advance replacement parts		
	4870-00001-156	shipped priority level same business day, telephone tech support to Partner during	¢200	30/
.	4010-00001-156	bus hrs, software updates & upgrades (prices for terms other than 1 Yr to be	\$390	3%
1		prorated accordingly) Partner Premier, Annual Renewal 3 Yr, VSX7000, advance replacement parts		
		shipped priority level same business day, telephone tech support to Partner during		
	4070 00004 350	shipped priority level same business day, telephone tech support to Faither during	C715	
1	4870-00001-356	bus hrs, software updates & upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$715	3%

		Polycon	THORIT American Frice	List - Generated on 02-MAR-2	.004_00.0
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M			"		
OM _	4870-00001-152	Partner Premier Plus, 1st Yr Upgrade, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during business hours (prices for terms other than 1 Yr to be prorated accordingly)*	\$485	3%	
OM	4870-00001-158	Partner Premier Plus, Annual Renewal 1 Yr, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)*	\$805	3%	
OM .	4870-00001-358	Partner Premier Plus, 3 Yr, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during bus hrs, software updates & upgrades*	\$1,675	3%	
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DM DM	PART NUMBER	Description	LIST PRICE	Disc	
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DM					
OM					
MC		Product Line Section Legend - Viewstation Executive Collection			
MC		ViewStation Executive Collection sets the standard for stylish elegance and versatil			
MC		for group video conferencing. Both wall and stand plasma-based video conference			
MC		systems are available in a variety of configurations. Systems include:			
MC		Enhanced VS4000 with BNC connectors and PowerCam connector			
M		2. 50 or 61" plasma displays			
M		3. Floor stand or credenza			
DM DM		4. PowerCam			
		270-watt integrated audio system with subwoofer VisualConcert FX			
M M		7. Two table-top microphone arrays			
)M		7. Two table-top illicrophone alrays			
/IVI					
	2583-50927-001	Executive Collection optional credenza to be added to EC floor or wall system (as second credenza with wall system) to support additional equipment needs.	\$6,999	9%	
M		Furniture only - does not include a codec, sound system or other electronics.			
М			"		
M					
M		<u> </u>			
		Polycom Executive Collection dual 50 in. Plasma, sound system, wall mount,			
	7200-21090-001	system credenza, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English	\$57,999	22%	
M		remote, North American power cord.			
		Polycom Executive Collection dual 61 in. Plasma, sound system, wall mount,			
	7200-21091-001	system credenza, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English	\$77,999	22%	
M		remote, North American power cord.			
M					
M					
M					
		Polycom Executive Collection single 50 in. Plasma, sound system, floor stand,			
	7200-21088-001	VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North	\$49,999	22%	
M		American power cord.			
	7200-21089-001	Polycom Executive Collection dual 50 in. Plasma, sound system, floor stand, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North	\$57,999	22%	
М	1200-21009-001	American power cord.	φυι,σσσ	∠∠ /0	
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OM		Product Line Section Legend - ViewStation with Polycom Media Center			
M		ViewStation with Polycom Media Center offers a complete multimedia package for	а		
M		truly extraordinary video conferencing experience. Systems include:			
M		1. ViewStation EX or FX			
M		2. Single or dual 34-inch (32 viewable) displays			
M		3. Media Center Cart			
M		4. 270-watt integrated audio system with subwoofer			
MC		5. Table-top microphone arrays (2 with FX, 1 with EX)			
M					
		ViewStation FX (NTSC) with Media Center Cart and two 34-inch (32 viewable)			
	7200-21660-001	Displays, IP as described in 2200-20323-001, VCFX, Eng remote, NA power. One	\$24,499	28%	
	000 001	NTSC display, one XGA multimedia display. Includes dual integrated speakers,			
М		subwoofer			
OM	7000 04005 00:	ViewStation EX (NTSC) with Media Center Cart and one 34-inch (32 viewable)	# 40.000	00.5004	
DM	7200-21665-001		\$10,999	23.50%	

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POLYCOM		1			
POLYCOM		Product Line Section Legend - ViewStation EX,FX,VS4000			-
POLYCOM		ViewStation EX & FX offer robust mainstream set-top video performance that			
POLYCOM		meets the toughest demands for corporate environments. The enhanced VS4000 is			
POLYCOM POLYCOM		the integrator's choice for a rack-based codec that includes professional BNC video connectors and a compact form factor available with or without PowerCam.			
POLYCOM		Systems include:			
POLYCOM		1. Premium video quality from ITU-T H.264 at low bandwidths to ITU 60 fields at high			
POLYCOM		2. Simultaneous display of high-resolution XGA content and high-quality video with F			
POLYCOM		3. ITU standard AES security in mixed multipoint and point-to-point calls up to 2 Mbp		atua a mai n a	
POLYCOM POLYCOM		 Enterprise features including SNMP support, remote room monitoring, API support Integrated analog telephone support 	τ ror touch screens, &	streaming	
POLYCOM		6. Table-top microphone arrays (2 with ViewStation FX & VS4000; 1 with ViewStatic	n EX)		
POLYCOM		7. Optional 2nd PTZ camera support (ViewStation FX & VS4000 only)	,		
POLYCOM					-
POLYCOM					
POLYCOM					
POLYCOM	2200-20323-001	ViewStation FX (NTSC) with IP, MultiPoint Plus, English remote, North American	\$14,999	55.00%	
POLYCOM	2200-20700-001	power cord ViewStation EX (NTSC) with IP, English remote, North American power cord.	\$6,499	27.50%	ł
FULTCUM		ViewStation EX (NTSC) with IP, English remote, North American power cord. ViewStation EX (NTSC) with IP, MultiPoint Plus, English remote, North American			
POLYCOM	2200-20800-001	power cord.	\$9,498	27.50%	
	2200-21350-001	VS4000 (2U x 10" deep) with IP, professional BNC connectors, MultiPoint Plus,	\$14,999	55.00%	1
POLYCOM		English remote, North American power cord			
POLYCOM	2200-22323-001	VS4000 with IP, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%	1
POLYCOM	7200-21630-001	VS4000 (2U x 10" deep) and PowerCam (NTSC) with IP, professional BNC	\$16,499	55.00%	
POLYCOM		connectors, MultiPoint Plus, English remote, North American power cord.	1		j
POLYCOM _					
POLYCOM					1
. 52. 55.	221F 00070 004	ViewStation EX, FX or VS4000 Serial Module, includes cable to codec - must	\$1,000	EE 000/	1
POLYCOM	2215-08970-001	order serial cable separately.	\$1,999	55.00%	
POLYCOM	2215-09180-001	ViewStation FX or VS4000 PRI Module with T-1/J-1 Interface, includes cables	\$3,999	55.00%	
DOLLYGG::	2215-10646-001	ViewStation EX, FX or VS4000 Quad BRI Interface, includes cables (North	\$1,999	55.00%	
POLYCOM	5 .00 70 001	America)	7.,0		-
POLYCOM	2457-21039-001	CABLE - RS530 and RS366 5' Serial Cable, HD-44M to 'Y' DB-25M / RS-366 DB- 25M	\$189	9%	
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POLYCOM					
POLYCOM		•			
	2200-10500-001	VisualConcert FX for ViewStation EX, FX, VS4000 (North American power cord)	\$1,499	12. 50%	1
POLYCOM					
POLYCOM	2200-20900-001	ViewStation EX MultiPoint Plus software option key	\$2,999	23.50%	
POLYCOM	5150-21621-001	EX, FX, VS4000 Embedded Encryption (AES) Software License Key	\$999	12 .5%	
POLYCOM	5150-21622-001	EX, FX, VS4000 H.264 Software License Key	\$499	54.50%	j
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POLYCOM _					
POLYCOM		Davis Com (NITCO) as main acress for 1/04000 (DM 0000 04000	II .		1
POLYCOM	2200-20960-001	PowerCam (NTSC) as main camera for VS4000 (PN 2200-21350-xxx only), 10ft cable	\$1,499	12. 5%	
. OLI COIVI	0000 0000	PowerCam (PAL) as main camera for VS4000 (for PN 2200-21350-xxx only), 10ft	04.400		1
POLYCOM	2200-20960-002	cable	\$1,499	9%	
POLYCOM	8200-51095-001	PowerCam (NTSC) as auxiliary camera for VS4000, 50ft cable	\$1,499	9%	
POLYCOM	8200-51097-001	PowerCam (NTSC) as auxiliary camera for ViewStation FX, 50ft cable.	\$1,499	9%	
POLYCOM					·
POLYCOM					
POLYCOM			р.		
DOLYGON	1674-20959-001	Rubber bumper accessory for TV sets with sloped backs (must order 2 for each	\$5	9%	
POLYCOM		system) Microphone Accessory Kit - contains one mic pod, 10ft cable, and instructions,	**		-
POLYCOM	2200-08681-001	Microphone Accessory Kit - contains one mic pod, 10ft cable, and instructions, black	\$499	54.50%	
. JE1 JOIN	0000 45	Wide Angle Conversion Lens. Fits only Sony EVI D-30 (NTSC) and EVI D-31	000		1
POLYCOM	2200-10433-001	(PAL)	\$89	9%	
POLYCOM	2201-08002-001	Basic Infrared Remote Control - English	\$99	54.50%	
POLYCOM	2201-08002-116	Basic Infrared Remote Control - German	\$99	54.50%	1
POLYCOM	2201-08002-117	Basic Infrared Remote Control - French	\$99	54.50%	1
POLYCOM	2201-10076-001	Infrared Receiver for VS4000	\$60	9%	1
POLYCOM	2676-08404-001	Carrying Case, Hard Shell	\$499	9%	1
POLYCOM	2710-10354-001	BOX - Base Unit ViewStation Shipping Box w/Foam Spacers.	\$19	9%	1
POLYCOM					
POLYCOM					
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POLYCOM					1
POLYCOM POLYCOM	1465-20845-001	POWER SUPPLY - Power Supply for ViewStation EX and FX	\$99	9%	
	1465-20845-001	POWER SUPPLY - Power Supply for ViewStation EX and FX CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45	\$99	9%	-
		CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video			
POLYCOM	1465-20845-001 2215-08585-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd	\$99 \$199	9%	
POLYCOM	2215-08585-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source.	\$199	9%	
POLYCOM POLYCOM	2215-08585-001 2457-08339-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12'	\$199 \$19	9% 9%	
POLYCOM POLYCOM POLYCOM	2215-08585-001 2457-08339-001 2457-08340-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12' CABLE - Mic Pod cable with brown connector, 30'	\$199 \$19 \$19	9% 9% 9%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	2215-08585-001 2457-08339-001 2457-08340-001 2457-08342-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12' CABLE - Mic Pod cable with brown connector, 30' CABLE - PC LAN cable: RJ-45 to RJ-45, blue connector, 25'	\$199 \$19 \$19 \$19	9% 9% 9% 9%	
POLYCOM POLYCOM POLYCOM	2215-08585-001 2457-08339-001 2457-08340-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12' CABLE - Mic Pod cable with brown connector, 30'	\$199 \$19 \$19	9% 9% 9%	

OLYCOM OLYCOM OLYCOM				
H	2457-08410-001	CABLE - S-Video cable, yellow connector, 8'	\$39	9%
H	2457-08411-001	CABLE - Triple RCA with S-Video cable, 6'	\$39	9%
OLYCOM	2457-08412-001	CABLE - Triple RCA-RCA, RD, WHT, YLW, 8'	\$39	9%
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OLYCOM	2457-09153-001	CABLE - RJ-45 keyed peripheral link cable for EX/FX/VS4000, light blue, 20'	\$25	9%
		CABLE - Keyed RJ-45 to standard RJ-45 cable peripheral link for connecting		
	2457-09154-001	EX/FX/VS4000 to ViewStation H.323 network modules, light blue to green	\$25	9%
OLYCOM		connectors, 20'		
OLYCOM	2457-09155-001	CABLE - ViewStation FX 4th Monitor Breakout Cable 12"	\$15	9%
H				
OLYCOM	2457-09167-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$29	9%
OLYCOM	2457-10029-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on VS4000	\$29	9%
H	2457-10368-001	CABLE - 100' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$59	9%
DLYCOM	2437-10300-001	•	ψυσ	5 /6
21.1/2014	2457-10607-001	CABLE - Early V.35 Cable Adapter, HD-44M to DB-25F, ViewStation EX, FX and	\$99	9%
DLYCOM		VS4000, 12"	*	
OLYCOM	2457-10621-001	CABLE - Mic Pod cable to VisualConcert FX, 6'	\$9	9%
DLYCOM	2457-10687-001	CABLE, SECURITY - Keyed Alike (master key)	\$109	9%
H				
DLYCOM	2457-10688-001	CABLE, SECURITY - Keyed Differently	\$99	9%
DLYCOM	2457-10757-001	CABLE - VisualConcert FX to Laptop (VGA, LAN, audio cable), 4'	\$19	9%
DLYCOM	2457-20940-001	CABLE - VisualConcert FX to ViewStation FX, EX or VS4000, 30'	\$29	9%
H				
DLYCOM	2457-20940-050	CABLE - VisualConcert FX to ViewStation FX, EX, or VS4000, 50'	\$49	9%
DLYCOM	2457-21489-001	CABLE - Male S-Video to Y/C BNC,6'	\$39	9%
DLYCOM	2457-21490-001	CABLE Adaptor - Female S-Video to Y/C BNC,1'	\$39	9%
H		·		
DLYCOM	2457-80100-003	Vortex Integration Cable - RCA to mini-phoenix, white, 12'	\$19	9%
DLYCOM	2457-80100-004	Vortex Integration Cable - RCA to mini-phoenix, black, 12'	\$19	9%
OLYCOM				
LICON _				
N VOOM				
DLYCOM				
DLYCOM	. <u></u>			
DLYCOM		Product Line Section Legend - ViewStation SP,H.323,MP,DCP		
LYCOM		ViewStation Classic systems offer basic video conference functionality.		
DLYCOM				_
-		1		1
DLYCOM _				
DLYCOM	2200-21500-001	V500 Set top-IP ONLY	\$1,999	28%
DLYCOM	2200-21501-001	V500 Set top-IP AND ISDN	\$2,999	28%
)LI OOM		ViewStation 128 (NTSC) with IP, single BRI, English remote, North American		
DLYCOM	2200-08001-001	power cord.	\$5,999	DISCONTINUED
DE I COIVI				
	2200-08527-001	ViewStation SP 128 (NTSC) with IP, single BRI, English remote, North American	\$3,999	24.50%
DLYCOM		power cord	* - /	
	2200-08666-001	ViewStation MP (NTSC) with IP, Quad BRI, English remote, North American	\$11,999	54.50%
DLYCOM	2200-00000-001	power cord	Ψ11,555	34.3070
	2200 02700 001	ViewStation SP 384 (NTSC) with IP, triple BRI, English remote, North American	¢5 000	24 509/
OLYCOM	2200-08700-001	power cord	\$5,999	24.50%
DLYCOM	2200-11323-001	ViewStation H.323 (NTSC) with IP, English remote, North American power cord	\$6,999	DISCONTINUED
		ViewStation MP (NTSC) with IP, DCP, English remote, North American power		
		viewotation wit (14100) with it, bot, English femote, North American power	\$11,999	54.50%
NCOM	2305-09005-001	and	Ψ11,000	
DLYCOM	2305-09005-001	cord	Ψ11,555	
_	2305-09005-001	cord	Ψ11,555	
DLYCOM	2305-09005-001	cord	ψ11,555	
DLYCOM _	2305-09005-001	cord	Ψ11,303	
DLYCOM DLYCOM DLYCOM				F450V
DLYCOM DLYCOM DLYCOM	2305-09005-001	ViewStation H.323 Quad BRI Module	\$1,999	54.50%
DLYCOM DLYCOM DLYCOM	2215-09011-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial	\$1,999	
DLYCOM DLYCOM DLYCOM		ViewStation H.323 Quad BRI Module		54.50% 54.50%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	2215-09011-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial	\$1,999	
DLYCOM DLYCOM DLYCOM	2215-09011-001 2215-09013-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade)	\$1,999 \$2,999	54.50%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	2215-09011-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx	\$1,999	
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade)	\$1,999 \$2,999 \$999	54.50% 54.50%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	2215-09011-001 2215-09013-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y'	\$1,999 \$2,999	54.50%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade)	\$1,999 \$2,999 \$999	54.50% 54.50%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y'	\$1,999 \$2,999 \$999	54.50% 54.50%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y'	\$1,999 \$2,999 \$999	54.50% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y'	\$1,999 \$2,999 \$999	54.50% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999 \$189	54.50% 54.50% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999	54.50% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999 \$189	54.50% 54.50% 9% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999 \$189	54.50% 54.50% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999 \$189	54.50% 54.50% 9% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999 \$189	54.50% 54.50% 9% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999 \$189	54.50% 54.50% 9% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99	54.50% 54.50% 9% 54.50% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M	\$1,999 \$2,999 \$999 \$189	54.50% 54.50% 9% 54.50%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0lxxxxxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99	54.50% 54.50% 9% 54.50% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1465-20856-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99	54.50% 9% 54.50% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1465-20856-001 1517-08822-002	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10	54.50% 9% 54.50% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1465-20856-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99	54.50% 9% 54.50% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1465-20856-001 1517-08822-002	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10	54.50% 9% 54.50% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1465-20856-001 1517-08822-002	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10	54.50% 9% 54.50% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector.	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cables with clear	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08826-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20'	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19	54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cables with clear	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19 \$89	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08826-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20'	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19	54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20' CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19 \$89	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20' CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19 \$89	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20' CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19 \$89	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20' CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19 \$89	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20' CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19 \$89	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08581-001 2457-08341-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20' CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green connector, 20'.	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$10 \$19 \$89 \$69 \$19	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2215-09011-001 2215-09013-001 2215-09016-001 2457-08531-001 2200-08668-001 2200-10440-001 1465-20840-001 1517-08822-002 1517-08826-001 2215-08586-001 2215-08586-001	ViewStation H.323 Quad BRI Module ViewStation H.323 Serial Module - includes cable to codec - must order serial cable separately (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxx to upgrade) ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the 3rd digit xxx0xxxxxxxxxxx to upgrade) CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y' M34 Winchester / RS-366 DB-25M ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP network module - sold separately Headset Kit for ViaVideo and ViewStation SP POWER SUPPLY - ViewStation SP POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green connector. Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear connectors, 20' CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green	\$1,999 \$2,999 \$999 \$189 \$4,999 \$99 \$99 \$10 \$19 \$89	54.50% 54.50% 9% 54.50% 9% 9% 9% 9% 9% 9% 9% 9% 9%

POLYCOM	4862-08957-001	ViewStation, Remote Installation (excludes VS4000), by Telephone Support - LIST PRICE	\$799	3%
POLYCOM	4862-08957-002	Remote Install, ViewStations, excludes VS4000, by telephone support buring business hours - Reseller	\$719	3%
POLYCOM	4865-06505-001	Polycom Consulting Hourly Rate	\$250	9%
POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%
POLYCOM	4865-06795-001	Miscellaneous Service	Per Instance	3%
POLYCOW	4603-00793-001	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday by 24 hours, 1		376
POLYCOM	ETS5-12-VS-P	year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%
POLYCOM	ETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%
POLYCOM	RETS5-12-VS-P	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%
POLYCOM	RETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$630	3%
POLYCOM				
POLYCOM		Product Family Footnote - ViewStation Miscellaneous Maintenance Services		
		GLOBAL Reach - Polycom's GLOBAL Reach is a new initiative which allows Chann	nel partners to p	place PO's for product and service, for world
POLYCOM		wide deployment, using Polycom's service & distribution capabilities.	01.0041.0	
POLYCOM		See GLOBAL Reach tab in this Price List for more information, and how to place a	GLOBAL Reac	n order.
POLYCOM				
POLYCOM		·		
POLYCOM	2457-08670-001	CABLE - Mic Pod cable with brown connector, 10'	\$9	9%
PULTUUIVI				
POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM	PART NUMBER	Description	LIST PRICE	DISC
-				
POLYCOM	4870-00047-004	Installation, ViewStation FX, 4000, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500	3%
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	4870-00047-112	Premier 1 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST	\$1,095	3%
POLYCOM	4870-00047-312	PRICE Premier 3 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$2,630	3%
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YCOM _				
YCOM				
_YCOM	4870-00047-114	Premier Plus, 1 Year, ViewStation FX, 4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,995	3%
		Premier Plus 2 Day, 1 Year, ViewStation FX, 4000, 2nd Business Day Parts &		
VCOM	4870-00047-115	Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,595	3%
/COM		PRICE*		
	4870-00047-314	Premier Plus, 3 Year, ViewStation FX,VS4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) LIST PRICE*	\$4,790	3%
COM		(prices for terms other trial 3 11s to be profated accordingly) LIST PRICE		
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COM				
COM	4870-00047-164	Partner Premier Plus, 1 Year, ViewStation FX, 4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$1,495	3%
COIVI		Partner Premier Plus 2 Day, 1 Year, ViewStation FX, 4000, 2nd Business Day		
/COM	4870-00047-165	Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,275	3%
-		Partner Premier Plus, 3 Year, ViewStation FX, 4000, Next Business Day Parts &		
VCOM	4870-00047-364	Partner Premier Plus, 3 Year, Viewstation FA, 4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$3,350	3%
COM COM				
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COM _		-!		
		Partner Premier In Warranty, 1 Yr, ViewStation FX, 4000, Qualified Service Partner		
YCOM	4870-00047-161	Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$250	3%
		Partner Premier Out of Warranty, 1 Yr, ViewStation FX, 4000, Qualified Service		
COM/	4870-00047-162	Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$500	3%
		Partner Premier 3 Year, ViewStation FX, 4000, Qualified Service Partner Only,		
сом	4870-00047-362	Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$715	3%
TOOIVI				
COM				
YCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
COM _				
/COM				
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COM				
COM _	4870-00048-004	Installation, ViewStation EX, 323, 512, MP, On-site Installation of System and	\$995	3%
COM COM	4870-00048-004	Installation, ViewStation EX, 323, 512, MP, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$995	3%
COM COM	4870-00048-004		\$995	3%
YCOM	4870-00048-004		\$995	3%
YCOM	4870-00048-004	certain Collaboration Tools, LIST PRICE*	\$995	3%
YCOM YCOM YCOM YCOM YCOM YCOM	4870-00048-004 4870-00048-112		\$995 \$795	3%
COM		Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of		
COM		Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) -		
COM	4870-00048-112	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software	\$795	3%
COM	4870-00048-112	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) -	\$795	3%
COM	4870-00048-112	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) -	\$795	3%
COM	4870-00048-112	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) -	\$795	3%
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	4870-00048-112	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$795	3%
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	4870-00048-112 4870-00048-312	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates &	\$795 \$1,910	3%
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	4870-00048-112 4870-00048-312	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$795 \$1,910	3%
COM	4870-00048-112 4870-00048-312 4870-00048-114	Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation EX, 323, MP, 512, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$795 \$1,910 \$1,395	3%

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POLYCOM					
		Partner Premier In Warranty, 1 Yr, ViewStation EX, 323, MP, 512, Qualified			
	4870-00048-161	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to	\$125	3%	
POLYCOM		Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)			
. 02.00		Partner Premier Out of Warranty, 1 Yr, ViewStation EX, 323, MP, 512, Qualified			
	4870-00048-162	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to	\$250	3%	
POLYCOM	4070 00040 102	Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be	Ψ200	070	
POLICOIN		prorated accordingly) Partner Premier 3 Year, ViewStation EX, 323, MP, 512, Qualified Service Partner			
	4870-00048-362	Only, Parts shipped premium day of call, Technical Phone Support to Channel,	\$355	3%	
DOLVOOM	4670-00040-302	Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated	φ333	376	
POLYCOM POLYCOM		accordingly)			
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POLYCOM					
. 02.00		Partner Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day			
	4870-00048-164	Parts & Labor, Unlimited Phone support during Business Hours, Software Updates	\$1,045	3%	
POLYCOM		& Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*			
1 OLI COM		Postory Droming Dive 2 Day 4 Very ViewStation EV 222 MD 542 2nd Business			
	4870-00048-165	Partner Premier Plus 2 Day, 1 Year, ViewStation EX, 323, MP, 512, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software	\$876	3%	
POLYCOM	1010 000 10 100	Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)*	ψο. σ	0,0	
FULTUUN					
	4870-00048-364	Partner Premier Plus, 3 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates	\$2,345	3%	
DOLVOOM	4070-00040-304	& Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	Ψ2,545	376	
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
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	4870-00049-004	Installation, ViewStation P128, SP384, 128, On-site Installation of System and	\$995	3%	
POLYCOM	4070 00040 004	certain Collaboration Tools, LIST PRICE*	φοσο	070	
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TOETOOM		Premier 1 Year, ViewStation SP128, SP384, 128, Parts shipped premium day of			
	4870-00049-112	call, Unlimited Telephone Technical Support During Business Hours, Software	\$500	3%	
POLYCOM	4070 00040 112	Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	φοσο	070	
POLYCOM		LIST PRICE Premier 3 Year, ViewStation SP128, SP384, 128, Parts shipped premium day of			
	4870-00049-312	call, Unlimited Telephone Technical Support During Business Hours, Software	\$1,200	3%	
DOLVOOM	4670-00049-312	Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$1,200	376	
POLYCOM POLYCOM		LIST PRICE			
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		Premier Plus, 1 Year, ViewStation SP128, SP384, 128, Next Business Day Parts			
	4870-00049-114	& Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$750	3%	
POLYCOM		Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*			
		Premier Plus 2 Day, 1 Year, ViewStation SP128, SP384, 128, 2nd Business Day			
	4870-00049-115	Parts & Labor, Unlimited Phone support during Business Hours, Software Updates	\$600	3%	
POLYCOM		& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*			
OOW		Premier Plus, 3 Year, ViewStation SP128, SP384, 128, Next Business Day Parts			
	4870-00049-314	& Labor, Unlimited Phone support during Business Hours, Software Updates &	\$1,795	3%	
POLYCOM		Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) LIST PRICE*			
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POLYCOM		Partner Premier In Warranty, 1 Yr, ViewStation SP128, SP384, 128, Qualified			
	4070 00040 404	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to	₽ OE	20/	
	4870-00049-161	Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be	\$85	3%	
POLYCOM		prorated accordingly)			
FOLICOW		Partner Promier Out of Warranty 1 Vr. View Station SD120 SD204 120 Overlifted		l I	
FOLICOW	4070.00040.405	Partner Premier Out of Warranty, 1 Yr, ViewStation SP128, SP384, 128, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to	0470	004	
POLYCOM	4870-00049-162	Partner Premier Out of Warranty, 1 Yr, ViewStation SP128, SP384, 128, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$170	3%	

POLYCOM	4870-00049-362	Partner Premier 3 Year, ViewStation SP128, SP384, 128, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$245	3%
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LYCOM _				
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DLYCOM	4870-00049-164	Partner Premier Plus, 1 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$565	3%
LYCOM	4870-00049-165	Partner Premier Plus 2 Day, 1 Year, ViewStation SP128, SP384, 128, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$452	3%
LYCOM	4870-00049-364	Partner Premier Plus, 3 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$1,270	3%
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V0011	4870-00038-004	Installation, ViewStation Executive Collection, Single 50 in. Plasma Monitor	\$1,995	3%
YCOM		System - LIST PRICE*	* /	
YCOM _				
YCOM _				
YCOM	4870-00038-312	Premier 3 Years, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$5,820	3%
YCOM _		1		T
YCOM _				
LYCOM	4870-00038-112	Premier 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,425	3%
LYCOM	4870-00038-114	Premier Plus, 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$4,410	3%
LYCOM	4870-00038-115	Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,530	3%
LYCOM	4870-00038-314	Premier Plus, 3 Years, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$10,585	3%
POLYCOM POLYCOM	4870-00038-314	Premier Plus, 3 Years, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs,	\$10,585	3%

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ОМ	4870-00038-164	Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)*	\$3,310	3%
OM	4870-00038-165	Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$1,895	3%
ОМ	4870-00038-364	Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$7,410	3%
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ОМ	4870-00038-161	Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,100	3%
OM	4870-00038-162	Partner Premier Out of Warranty 17r, View Station Executive Coll, Single 50in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,200	3%
OM Jivi	4870-00038-362	Partner Premier 3Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$4,950	3%
MC MC	PART NUMBER	<u>Description</u>	LIST PRICE	Disc
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OM OM	4870-00050-004	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System -		20/
DM		LIST PRICE*	\$2,395	3%
			\$2,395	370
-			\$2,395	3%
M	4870-00050-112	Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,395	3%
DM M	4870-00050-112 4870-00050-312	Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated		
DM DM		Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,920	3%
DM DM DM DM		Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,920	3%
DM DM DM DM		Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$2,920	3%
DM DM DM DM DM		Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,920	3%
OM OM OM OM	4870-00050-312	Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$2,920	3%

Partor Premier In Warranny 17; ViswStation Executive Coll. Dual 50n Plasma Monitor, Parts Selegical premium day of call Telephone Testi Support During Bias. 4870-00050-162 4870-00050-162 4870-00050-162 4870-00050-162 Partor Premier Out of Privat parts of the Coll. Dual 50n Plasma Monitor, Parts Support During Bias. He, Schware Updates& Upgrades (prices for terms other than 1 Yr to be promised accordingly). Partor Premier Out of Privat parts of the Coll. Dual 50n Plasma Monitor, Parts shipped premium day of call Telephone Testis Support During Bias. He, Schware Updates & Upgrades (prices for terms other than 1 Yr to be promised accordingly). Partor Premier Plas. 1 Yr. ViswStation Executive Coll. Dual 50n Plasma Monitor, Parts shipped premium day of call Telephone Testis Support During Bius. His, Schware Updates & Upgrades (prices for terms other than 1 Yr to be promised accordingly). Partor Premier Plas. 1 Yr. ViswStation Executive Coll. Dual 50n Plasma Monitor, Parts Schware Updates & Upgrades (prices for terms other than 1 Yr to be promised accordingly). Partor Premier Plas. 1 Yr. ViswStation Executive Coll. Dual 50n Plasma Monitor, Parts Schware Updates & Upgrades (prices for terms other than 1 Yr to be promised accordingly). Partor Premier Plas. 2 Yr. ViswStation Executive Coll. Dual 50n Plasma Monitor, Parts Schware Updates & Upgrades (prices for terms other than 1 Yr to be promised accordingly). Partor Premier Plas. 3 Yr. ViswStation Executive Coll. Dual 61 in Plasma Monitor, Parts Schware Updates & Upgrades (prices for terms other than 1 Yr to be promised accordingly). Partor Premier Plas. 3 Yr. ViswStation Executive Coll. Dual 61 in Plasma Monitor, Parts Schware Updates & Upgrades (prices for terms other than 3 Yr to be promised accordingly). UST PRICE: Premier 1 Year, ViswStation Executive Coll. Dual 61 in Plasma Monitor, Parts Schware Updates & Upgrades (prices for terms other than 3 Yr to be promised accordingly). UST PRICE: Premier 2 Year, ViswStation Executive Coll. Dual 61 in Plasma M				
4870-0005-161 4870-0005-104 4870-0005-162 4870-0005-163 4870-0005-164 4870-0005-165 4870-0005-165 4870-0005-164 4870-0005-165 4870-0005-164 4870-0005-165 4870-0005-165 4870-0005-164 4870-0005-165 4870-0				
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4870-00050-102 Silon Plasma Monitor, Parts shipped premium day of call. Telephone Tech Support During Bus. Hrs, Software Updates & Updates (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier 97V, VewStation Executive Coll, Dual 50in Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Updat	4870-00050-161	Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,325	3%
### and the premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) ### Partner Premier Plus, 1 Yr, ViawStation Executive Coll, Dual 60in-Pleama Monitor, Nort Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) ### Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 50in-Pleama Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) ### Partner Premier Plus 3 Yr, ViewStation Executive Coll, Dual 50in-Pleama Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) ### Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 60in-Pleama Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) ### Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 61 in Pleama Monitor, Parts Shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) ### Premier 1 Year, ViewStation Executive Coll, Dual 61 in Pleama Monitor, Parts Shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE ### Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in Pleama Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* ### Premier Plus, 2 Year, ViewStation Executive Coll, Dual 61 in Pleama Monitor, Next B	4870-00050-162	50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to	\$2,650	3%
Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1'v to be prorated accordingly).	4870-00050-362	shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software	\$5,965	3%
Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1'v to be prorated accordingly).				
Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1'v to be prorated accordingly).				
Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 50in Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs. Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly). ** Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 61 in Plasma Monitor, Parts Support During Business Hrs. Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly). ** PART NUMBER Description LIST PRICE Disc	4870-00050-164	Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$3,980	3%
Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Standard Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly).* PART NUMBER Description Description LIST PRICE Disc Installation, ViewStation Executive Collection, Dual 61 in. Plasma Monitor System - LIST PRICE* A870-00051-004 Installation, ViewStation Executive Collection, Dual 61 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Parts, ViewStation Executive Coll, Dual 61 in. Plasma Monitor, Next Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Parts, ViewStation Executive Coll, Dual 61 in. Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Standard Parts & Labor, Telephone Tech Support During Business Prices, Standard Pudates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, ViewStation Executive Coll, Dual 61 in	4870-00050-165	Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,190	3%
A870-00051-004 Installation, ViewStation Executive Collection, Dual 61 in. Plasma Monitor System \$2,395 3%	4870-00050-364	Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$8,920	3%
A870-00051-112 Premier 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Subsiness Pay Parts & Labor, Telephone Tech Support During Business Hrs, Subsiness Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated Support During Business Hrs, Support During Business	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
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4870-00051-314 Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated \$17,065	4870-00051-112 4870-00051-312	Premier 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,910	3%
	4870-00051-112 4870-00051-312 4870-00051-114	Premier 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$3,910	3%
	4870-00051-112 4870-00051-312 4870-00051-114 4870-00051-115	Premier 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$3,910 \$9,385 \$7,110 \$5,690	3% 3% 3% 3%
	4870-00051-112 4870-00051-312 4870-00051-114 4870-00051-115	Premier 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$3,910 \$9,385 \$7,110 \$5,690	3% 3% 3% 3%

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POLYCOM					
POLYCOM					
		Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Dual 61 in.Plasma			
	4870-00051-164	Monitor, Next Business Day Parts & Labor, Telephone Tech Support During	\$5,335	3%	
POLYCOM		Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *			
1 OL 1 OOM		Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 61 in.Plasma			
		Monitor, Next Business Day Parts&Labor, Telephone Tech Support During			
	4870-00051-165	Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be	\$4,265	3%	
POLYCOM		prorated accordingly) *			
		Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 61 in.Plasma			
	4870-00051-364	Monitor, Next Business Day Parts & Labor, Telephone Tech Support During	\$11,945	3%	
DOLVOOM		Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to	4 ,	-77	
POLYCOM		be prorated accordingly) *			
POLYCOM		<u></u>			
POLYCOM					
POLYCOM		Bestern Brancisco la Wessert AVa Visus Cladian Francisco Call Brancisco II Production		1	
		Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus.			
	4870-00051-161	Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$1,775	3%	
POLYCOM		accordingly)			
		Partner Premier Out ofWarranty 1Yr, ViewStation Executive Coll, Dual 61			
	4870-00051-162	in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support	\$3,550	3%	
	4070-00031-102	During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to	ψ3,330	376	
POLYCOM		be prorated accordingly)			
		Partner Premier 3Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts			
	4870-00051-362	shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software	\$7,990	3%	
POLYCOM		Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)			
POLYCOM					
POLYCOM					
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM	- / II TO III DE IX	<u>Becomption</u>		<u>5100</u>	
POLYCOM					
POLYCOM				<u></u>	
POLYCOM	-				
POLYCOM	-			<u> </u>	
1 OL 1 OOW		iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA			
	7000 50404 004	multimedia Display with IP interface as described in 2200-50610-001. Includes	***	9997	
	7200-52191-001	dual integrated speakers, subwoofer. DOES include English language	\$23,499	32%	
POLYCOM		components.			
		iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA			
		multimedia Display with QBRI interface as described in 2200-50609-001.Includes			
	7200-52191-002		\$25,499	32%	
BOI VCOM	7200-52191-002	dual integrated speakers, subwoofer. DOES include English language	\$25,499	32%	
POLYCOM	7200-52191-002	dual integrated speakers, subwoofer. DOES include English language components.	\$25,499	32%	
POLYCOM		dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA			
POLYCOM	7200-52191-002 7200-52191-003	dual integrated speakers, subwoofer. DOES include English language components.	\$25,499 \$25,499	32%	
POLYCOM		dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes			
		dual integrated speakers, subwoofer. DOES include English language components. iiPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iiPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable)			
	7200-52191-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one	\$25,499	32%	
POLYCOM		dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES			
	7200-52191-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$25,499	32%	
POLYCOM	7200-52191-003 7200-52192-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable)	\$25,499 \$26,799	32%	
POLYCOM	7200-52191-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one	\$25,499 \$26,799	32%	
POLYCOM	7200-52191-003 7200-52192-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable)	\$25,499 \$26,799	32%	
POLYCOM	7200-52191-003 7200-52192-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable)	\$25,499 \$26,799	32%	
POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one	\$25,499 \$26,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM	7200-52191-003 7200-52192-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES	\$25,499 \$26,799	32%	
POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one	\$25,499 \$26,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES	\$25,499 \$26,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES	\$25,499 \$26,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$25,499 \$26,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with OBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$25,499 \$26,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with OBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with OBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, iPower 9800: chas	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50601-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$25,499 \$26,799 \$28,799 \$28,799	32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50601-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999	32% 32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language c	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999	32% 32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001 2200-50611-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50601-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999	32% 32% 32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50601-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800 chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999	32% 32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001 2200-50611-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language c	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999 \$19,999	32% 32% 32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001 2200-50611-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50601-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800 w/ dual 32 in. monitors/carts, incl: iPower 9800 w/ QBRI interface as described in 2200-50609-001, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC PAL 32 in. monitor. DOES include English language	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999 \$19,999	32% 32% 32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001 2200-50611-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50601-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language compone	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999 \$28,999	32% 32% 32% 32% 32% 32% 32% 32%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	7200-52191-003 7200-52192-001 7200-52192-002 7200-52192-003 2200-50609-001 2200-50610-001 2200-50611-001	dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components. iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50601-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit. iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary. iPower 9800 w/ dual 32 in. monitors/carts, incl: iPower 9800 w/ QBRI interface as described in 2200-50609-001, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC PAL 32 in. monitor. DOES include English language	\$25,499 \$26,799 \$28,799 \$28,799 \$19,999 \$17,999 \$19,999	32% 32% 32% 32% 32% 32%	

		Polycom	North America	n Price List - Generated on 02-MAR-2004_08
POLYCOM	2200-50619-001	iPower 9800 w/ dual 32 in. monitors and carts, includes: iPower 9800 w/ V.35 as described in 2200-50611, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor. DOES include English language components - no LK is necessary.	\$28,999	32%
	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and	\$0	0%
DLYCOM DLYCOM	2200-50679-001	North American power cables. To be ordered with iPower 9000 Series only.	\$18,099	32%
DLYCOM	2200-50679-001	3000iPower Ready systems, IP , English 3000iPower Ready systems, QUADBRI , English	\$18,099	32%
DLYCOM	2200-50681-001	3000iPower Ready systems, V.35 , English	\$20,099	32%
DLYCOM	2200-30001-001	300011 Ower Ready Systems, v.33 , English	Ψ20,033	3270
DLYCOM _				
LYCOM				l .
DLYCOM	7200-52201-001	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display, with IP interface as described in 2200-50730-001. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$20,999	32%
DLYCOM	7200-52201-002	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with QBRI interface as described in 2200-50733-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
DLYCOM	7200-52201-003	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 veiwable) XGA multimedia Display with V.35 interface as described in 2200-50736-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
DLYCOM	7200-52202-001	iPower 9400 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50730-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$24,299	32%
DLYCOM	7200-52202-002	iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50733-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
OLYCOM	7200-52202-003	iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50736-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
DLYCOM				
LYCOM _				
DLYCOM DLYCOM	2200-50730-001	iPower 9400: chassis - IP interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$15,499	32%
DLYCOM	2200-50733-001	iPower 9400: chassis - QUAD interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
DLYCOM	2200-50736-001	iPower 9400: chassis - V.35 interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
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LYCOM	2200-50623-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with QBRI interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
DLYCOM	2200-50624-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with IP interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$13,999	32%
DLYCOM	2200-50625-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with V.35, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
DLYCOM DLYCOM	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and North American power cables. To be ordered with iPower 9000 Series only.	\$0	3%
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LYCOM				
LYCOM	2200-50810-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to IP networks only	\$49,999	22%
LYCOM	2200-50811-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas and floor stand, for connection to IP networks only	\$57,999	22%
DLYCOM	2200-50812-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$57,999	22%
DLYCOM	2200-50813-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$77,999	22%
	2200-50814-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to QBRI and IP networks	\$51,999	22%
DLYCOM		Polycom Executive Collection with complete iPower 9800 NTSC video conference		

OLYCOM	2200-50816-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to QUAD BRI and IP networks	\$59,999	22%
	2200-50817-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to	\$79,999	22%
OLYCOM	2200 50848 004	Quad and IP networks Polycom Executive Collection with complete iPower 9800 NTSC video conference	¢54.000	220/
DLYCOM	2200-50818-001	system, single 50 in. Plasma and floor Stand, V35/RS449 network connections	\$51,999	22%
LYCOM	2200-50819-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasma and floor stand, V.35/RS449 network connections	\$59,999	22%
LYCOM	2200-50820-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$59,999	22%
LYCOM	2200-50821-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$79,999	22%
LYCOM	2583-50927-001	Executive Collection optional credenza to be added to EC floor or wall system (as second credenza with wall system) to support additional equipment needs. Furniture only - does not include a codec, sound system or other electronics.	\$6,999	9%
YCOM		<u> </u>	-	
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LYCOM LYCOM				
LYCOM	8200-50647-001	PowerMic, with cable for connecting directly to iPower 9000, 900, 600 Series or Executive. Includes 25ft/7.5m cable. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%
LYCOM	8200-50648-001	Extension PowerMic, with cable for daisy-chaining to another PowerMic. Includes 25ft/7.5m and 10ft/3m cables. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%
LYCOM	CBL-MIC-EXT-10	PowerMic daisy chain cable, 10ft/3m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$100	3%
LYCOM	CBL-MIC-EXT-25	PowerMic daisy chain cable, 25ft/7.5m. Allows connection of existing PowerMic to another PowerMic for larger room coverage. PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing	\$100	3%
LYCOM	CP-0666	system.	\$190	3%
LYCOM	CP-0692	PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing system.	\$260	3%
LYCOM	CP-0848	PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$180	3%
LYCOM	CP-1041	PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$240	3%
LYCOM LYCOM	CP-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing system.	\$325	3%
LYCOM				
LYCOM		Image Chara II device for i Dever 2000 Covice i Dever COO es i Dever Everytive		
LYCOM	8200-50649-001	ImageShare II device for iPower 9000 Series, iPower 600 or iPower Executive. Includes 25ft/7.5m cable to system.	\$799	9%
LYCOM	CBL-IMAGESHARE-50	50ft/15m cable ImageShare device-to-system connection. For iPower 900 Series only.	\$250	9%
LYCOM	IMAGESHARE	ImageShare device for iPower 900 Series only. Includes 25ft/7.5m cable to system	\$2,000	32%
LYCOM	IWAGESHARE	initiageonate device for it ower 300 deries only. Includes 2507.511 cable to system	\$2,000	
	IIVIAGESHARE	integeriale device for it over 500 octres only. Includes 25107.5111 cable to system	42,000	I
LYCOM	IWAGESHARE	integeriale device for it ower 300 octors only. Includes 25107.5111 cable to system	Ψ2,000	
LYCOM LYCOM	2200-51000-001		\$99	9%
LYCOM LYCOM		50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.		9%
LYCOM LYCOM	2200-51000-001 7230-21703-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power	\$99	9%
LYCOM LYCOM LYCOM	2200-51000-001 7230-21703-001 7230-21704-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power	\$99 \$300 \$500	9%
LYCOM LYCOM LYCOM LYCOM	2200-51000-001 7230-21703-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$99	9%
LYCOM LYCOM LYCOM LYCOM LYCOM	2200-51000-001 7230-21703-001 7230-21704-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$99 \$300 \$500	9%
LYCOM LYCOM LYCOM LYCOM LYCOM LYCOM LYCOM LYCOM	2200-51000-001 7230-21703-001 7230-21704-001 7230-21705-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$99 \$300 \$500 \$780	9% 9% 9%
DLYCOM	2200-51000-001 7230-21703-001 7230-21704-001 7230-21705-001 7230-21706-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series. Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power	\$99 \$300 \$500 \$780 \$960	9% 9% 9% 9%
DLYCOM	2200-51000-001 7230-21703-001 7230-21704-001 7230-21706-001 7230-50880-001 7230-50881-001 7230-50882-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series. Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. PowerCam as auxiliary camera for iPower 9000 Series. Includes PowerCable.	\$99 \$300 \$500 \$780 \$960 \$325 \$425 \$550	9% 9% 9% 9% 9% 9%
DLYCOM	2200-51000-001 7230-21703-001 7230-21704-001 7230-21705-001 7230-21706-001 7230-50880-001 7230-50881-001 7230-50882-001 8200-21387-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series. Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series. Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series. Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. PowerCam as auxiliary camera for iPower 9000 Series. Includes PowerCam NTSC and accessories including 50ft cables for iPower 9000. Adapter cable for connecting iPower 70 camera as auxiliary camera to iPower	\$99 \$300 \$500 \$780 \$960 \$325 \$425 \$550 \$1,499	9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2200-51000-001 7230-21703-001 7230-21704-001 7230-21705-001 7230-50880-001 7230-50881-001 7230-50882-001 8200-21387-001 8200-50644-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series. Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$99 \$300 \$500 \$780 \$960 \$325 \$425 \$550 \$1,499 \$49	9% 9% 9% 9% 9% 9% 9% 9% 9% 9%
DLYCOM	2200-51000-001 7230-21703-001 7230-21704-001 7230-21705-001 7230-21706-001 7230-50880-001 7230-50881-001 7230-50882-001 8200-21387-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower 9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam as main or aux camera. Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series. Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. PowerCam as auxiliary camera for iPower 9000 Series. Includes PowerCam NTSC and accessories including 50ft cables for iPower 9000. Adapter cable for connecting iPower 70 camera as auxiliary camera to iPower 9000 Series	\$99 \$300 \$500 \$780 \$960 \$325 \$425 \$550 \$1,499	9% 9% 9% 9% 9% 9% 9% 9% 9%

Polycom Executive Collection with complete iPower 9800 NTSC video conference

CP-0885	Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$700	3%
CP-0886	Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	3%
CP-1268	Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$850	3%
CP-1450	Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$175	3%
RPC-PSU	Power Supply for PowerCam, PowerCam Plus. Used when required by cable length. Also compatible with iPower 70 and iPower 80 camera models.	\$125	3%
TPD	Tripod for remote PTZ cameras.	\$500	9%
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2200-51002-001	IR receiver for new wireless keyboard and remote (US English only)	\$49	9%
2200-51004-001	New Wireless keyboard (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$399	9%
2200-51013-001	New Wireless keyboard and handheld remote control including IR receiver (English). For iPower 900, 600 and Executive, requires v5.0	\$499	9%
2200-51022-001	New Wireless handheld remote control (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$149	9%
LAMB-E	Look-at-Me-Button (English) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on	\$500	9%
	iPower 9000 Series. Look-at-Me-Button (French) for iPower 900 and 600 Series. English language.	Ψ000	
LAMB-F	Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
LAMB-G	Look-at-Me-Button (German) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
LAMB-I	Look-at-Me-Button (Italian) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower	\$500	9%
LAMB-J	9000 Series. Look-at-Me-Button (Japanese) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on	\$500	9%
LAMB-P	iPower 9000 Series. Look-at-Me-Button (Portuguese) for iPower 900 and 600 Series. English language.	\$500	9%
LAIVID-Y	Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series. Look-at-Me-Button (Spanish) for iPower 900 and 600 Series. English language.	\$500	9%
LAMP		\$500	
LAMB-S	Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	φ500	9%
LAMB-S		\$300	9%
LAMB-5		\$500	9%
	iPower 9000 Series.		9%
8200-50642-001 8200-50643-001	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449	\$99	
8200-50642-001 8200-50643-001	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector)	\$99	9% 9%
8200-50642-001	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449	\$99	9%
8200-50642-001 8200-50643-001 CABLE-YC10	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-	\$99 \$99 \$60	9% 9% 3%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m.	\$99 \$99 \$60 \$60	9% 9% 3% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO	iPower 9000 Series. Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series	\$99 \$99 \$60 \$60 \$30	9% 9% 3% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m.	\$99 \$99 \$60 \$60 \$30 \$25	9% 9% 3% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart.	\$99 \$99 \$60 \$60 \$30 \$25 \$60	9% 9% 3% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and	\$99 \$99 \$60 \$60 \$30 \$25 \$60	9% 9% 3% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica,	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only.	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25 \$25	9% 9% 9% 9% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and Europe.	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$25 \$25 \$25 \$25	9% 9% 9% 9% 9% 9% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25 \$25	9% 9% 9% 9% 9% 9% 9% 9% 9%

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POLYCOM	2200-21450-001	Polycom Interactive Voice & Touch Control software for iPower systems 5.3 or higher. Allows users to control iPower system with voice commands and control camera with pointing device. English language support only.	\$1,999	9%	
POLYCOM	2200-51030-001	Version 5.0 Software Upgrade - For iPower 600, 900, 9000 running v3.x and labove.	\$35	3%	
POLYCOM	2200-51031-001	Version 5.0 Software Upgrade. For iPower 900 systems running v2.x or lower. Includes Windows 2000 upgrade license	\$125	3%	
POLYCOM	2200-51032-001	Version 5.0 Software Upgrade. For iPower 900 systems running v3.x or higher - Reimage CD set	\$35	3%	
POLYCOM	2200-51033-001	Version 5.0 Software Upgrade. For iPower 9000 systems - Re-image CD set	\$35	3%	
POLYCOM	2200-51034-001	Digital Conference Recording software option for iPower systems. Enables system to record meeting people and content to a designated computer folder. For any iPower system running v5.0 or higher.	\$2,499	39%	
POLYCOM	3200-50651-001	Internal 4-site multipoint option for iPower systems. Enables system to call up to 3 video sites at 768 kbps each on H.323/IP. For iPower 600, 900, 9000 running v3.1 and above.	\$2,999	39%	
POLYCOM	3200-50652-001	Internal 12-site multipoint option for iPower systems. Enables system to call up to 11 video sites at 768 kbps each on H.323/IP. For iPower 9000 Series, or iPower 600 and 900 running v5.0 and above.	\$6,999	39%	
POLYCOM	IPOWER-MTA	Meeting Tool Assistant feature for iPower systems. Allows user interface controls of select models of document camera, VCR, and projector. Controls are RS-232-based and may require additional hardware and/or cables.	\$1,499	39%	
POLYCOM	P600-UPG-SW4.0	Version 4.0 Upgrade for iPower 600 Series systems - Software only.	\$35	3%	
POLYCOM	P900-UPG-SW4.0	Version 4.0 Upgrade - For iPower 900 systems running v3.0 or higher - Software Only	\$35	3%	
POLYCOM	P900-UPG-SW4.0-W2K	Version 4.0 Upgrade - For iPower 900 systems running v2.x or lower - Software Only - Includes Windows 2000 upgrade license	\$125	3%	
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	5200-50900-001	iPower Documentation CD, including electronic version of latest documentation	\$29	3%	
POLYCOM	3200-30300-001	(software v5.0) for iPower 9000/900/600 Series.	ΨΖΫ	370	
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POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%	
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%	
POLYCOM	ETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%	
POLYCOM	ETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%	
POLYCOM	RETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%	
POLYCOM	RETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$630	3%	
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POLYCOM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
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POLYCOM	4870-00055-004	Installation, iPower 9000 Series, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500	3%	
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. 021001		Premier 1 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited		1	
POLYCOM	4870-00055-112	Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$1,095	3%	
	4870-00055-312	Premier 3 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST	\$2,630	3%	
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POLYOC:	4870-00055-114	Premier Plus, 1 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,995	3%	
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POLYCOM	4870-00055-115	Premier Plus 2 Day, 1 Year, iPower 9000 Series, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,595	3%	
POLYCOM	4870-00055-314	Premier Plus, 3 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades	\$4,790	3%	
POLYCOM POLYCOM		(prices for terms other than 3 Yrs to be prorated accordingly) LIST PRICE*			
POLYCOM					
POLYCOM	4870-00055-161	Partner Premier In Warranty, 1 Yr, iPower 9000 Series, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$350	3%	
POLYCOM	4870-00055-162	Partner Premier Out of Warranty, 1 Yr, iPower 9000 Series, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$700	3%	
POLYCOM	4870-00055-362	Partner Premier 3 Year, iPower 9000 Series, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$1,575	3%	
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POLYCOM	4870-00055-164	Partner Premier Plus, 1 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$1,495	3%	
POLYCOM	4870-00055-165	Partner Premier Plus 2 Day, 1 Year, iPower 9000 Series, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,275	3%	
POLYCOM	4870-00055-364	Partner Premier Plus, 3 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$3,350	3%	
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POLYCOM POLYCOM	4870-00052-004	Installation, iPower 9000 Executive Collection, Single 50 in. Plasma Monitor System - LIST PRICE*	\$1,995	3%	
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POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-004		\$1,995	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-004 4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,995 \$2,425	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM		Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated			
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425	3%	
POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,425	3%	
POLYCOM	4870-00052-112 4870-00052-312	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,425 \$5,820	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be	\$2,425 \$5,820 \$4,410	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3% 3% 3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3% 3% 3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3% 3% 3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3% 3% 3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3% 3% 3%	

POLYCOM	4870-00052-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$1,895	3%	
DOLVOOM	4870-00052-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to	\$7,410	3%	
POLYCOM		be prorated accordingly) *			
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POLYCOM	4870-00052-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,100	3%	
POLYCOM	4870-00052-162	Partner Premier Out of Warranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,200	3%	
POLYCOM	4870-00052-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$4,950	3%	

PART NUMBE	<u>Description</u>	LIST PRICE	<u>Disc</u>
4870-00053-00	Installation, iPower 9000 Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%
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	Premier 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts		
4870-00053-11	shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,920	3%
	Premier 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs,		
4870-00053-31	Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$7,010	3%
4870-00053-11	Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$5,310	3%
4870-00053-11	accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to	\$4,250	3%
4870-00053-31	be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$12,745	3%
	accordingly) LIST PRICE*		
	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 50in.Plasma		
4870-00053-16	Monitor, Parts shipped premium day of call, Telephone Tech Support During Rus	\$1,325	3%
4870-00053-16	Partner Premier Out of Warranty 1Yr, iPower 9000 Executive Coll, Dual	\$2,650	3%
4870-00053-36	Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts	\$5,965	3%
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	Porto a Promine Plus 4 Ve i Pauses 2000 Fraguetius Call Puel FOir Planes		
4870-00053-16	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,890	3%
4870-00053-16	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,190	3%
4870-00053-36	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma	\$8,920	3%

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COM COM	PART NUMBER	Description	LIST PRICE	Disc	
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OM	4070 00054 004	Installation, iPower 9000 Executive Collection, Dual 61 in. Plasma Monitor System	0 0.005	00/	
OM	4870-00054-004	- LIST PRICE*	\$2,395	3%	
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ОМ	4870-00054-112	Premier 1 Year, iPower 9000 Executive Coll, Dual 61 in Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,910	3%	
	4870-00054-312	Premier 3 Years, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$9,385	3%	
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ОМ		Provide Plan 4 Vers i Provide 2000 Franchis Call Provide Call Provide Call			
ОМ	4870-00054-114	Premier Plus, 1 Year, iPower 9000 Executive Coll, Dual 61 in Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$7,110	3%	
ОМ	4870-00054-115	Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,690	3%	
ОМ	4870-00054-314	Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$17,065	3%	
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OM		Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma			
ОМ	4870-00054-161	Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,775	3%	
ОМ	4870-00054-162	Partner Premier Out of Warranty 1Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$3,550	3%	
ОМ	4870-00054-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$7,990	3%	
ОМ _			"		
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OM OM	4870-00054-164	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$5,335	3%	
OM	4870-00054-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$4,265	3%	
:OM	4870-00054-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$11,945	3%	

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PART NUMBER	Description	LIST PRICE	<u>Disc</u>
2200-20500-001	ViaVideo II Desktop Video Communication System: US, Canada, Guam, Puerto Rico, Virgin Islands. Must be purchased in Multiples of 5 Units for Transportation	\$599	30%
	Purposes	,,,,,	
	*Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries.	
4862-06837-001	ViaVideo Remote Installation	\$100	3%
	The recent control mediane.	ψ.00	
1456-00286-002	Power Cord Accessory Kit for ViaVideo: UK	\$9	9%
1456-00286-009 1456-00286-018	Power Cord Accessory Kit for ViaVideo: Israel Power Cord Accessory Kit for ViaVideo: India	\$9 \$9	9%
1456-10445-001	Power Cord Accessory Kit for ViaVideo: North America	\$9	9%
2465-10245-001	Power Supply - ViaVideo Integrated Power Cord & Supply (North America & Canada only)	\$29	9%
2465-10246-001	Power Supply - ViaVideo Universal Power Supply	\$29	9%
2200-20217-001	ViolVideo Eleterope / Lenten Mounting Clin	\$20	9%
2200-20217-001	ViaVideo Flatscreen / Laptop Mounting Clip	\$20	976
PART NUMBER	Description	LIST PRICE	Disc
	Installation, ViaVideo On-site installation of bundles of 10 only in same location,		
4870-00063-004	LIST PRICE *	\$1,995	3%
4870-00063-104	Installation, ViaVideo On-site installation per unit for each additional unit after first 10 in same location location, LIST PRICE *	\$150	3%
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4870-00063-112	Premier, ViaVideo 1 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$199	3%
4870-00063-312	Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be	\$475	3%
	prorated accordingly) LIST PRICE		
	<u> </u>		
	Partner Premier, ViaVideo 1 Year, Phone tech support to Partner, Parts shipped		
4870-00063-160	Partner Premier, ViaVideo 1 Year, Phone tech support to Partner, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) Partner Premier, ViaVideo 3 Year, Phone tech support tp Partner, Parts shipped	\$149	3%

PART NUMBER	Description	LIST PRICE	<u>Disc</u>
2624-10770-001	Camera - ELMO EV-2000 Visual Presenter Document Camera	\$2,499	9%
202110110001	California Elifo E y 2000 filoda y focosito. Bodanio it California	\$2,100	0,0
2200-50514-001	Single BRI encryption product for iPower, Viewstation, and MGC.	\$1,999	9%
2200-50515-001	QUAD BRI encryption product for iPower, Viewstation, and MGC	\$4,999	9%
2200-50516-001	PRI Encryption product for iPower, ViewStation, and MGC	\$12,999	9%
0000 00400 000	Triple BRI NT1 network termination. For U-interface ISDN BRI. One required per	0.470	00/
2200-08406-003	three BRI. Includes Power Supply. Available in U.S. and Canada only. Network termination (NT1). For U-interface ISDN BRI. One required per BRI.	\$479	9%
NT1	Includes Power Supply. Available in U.S. and Canada only.	\$330	9%
NT1-QUAD	Network termination (NT1). For U-interface ISDN BRI. One required per four BRI. Includes Power Supply. Available in U.S. and Canada only.	\$550	9%
	Product Category Legend - Polycom Media center - Carts & Displays		
	Mounting Brackets are included		
	Polycom Media Center Cart to support one display up to 34 inches, with integrated		
2230-52195-001	dual speakers, subwoofer, includes four-position universal power strip and four adaptor power cords. Display not included. 120v	\$2,500	12. 5 %
2230-52196-001	Polycom Media Center Cart to support two displays up to 34 inches, with integrated dual speakers, subwoofer, includes four-position universal power strip and four adaptor power cords. Displays not included. 120v	\$3,500	9%
CART-1	Portable utility cart with removable center shelf. Only supports the following 27" monitors, MN27-MM, MN 27. Monitor brackets are NOT included and only ship with the Polycom supplied 27" monitors	\$1,000	9%
	with the Folycom supplied 27 monitors		
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2230-52225-001	Polycom Media Center Cart/Display Package - 34-inch (32 inch viewable) multi- media display and cart. Display supports NTSC, PAL, VGA, XGA. Includes integrated dual speakers, subwoofer, universal power strip and adaptor cords.	\$5,500	9%
	120v Polycom Media Ctr Cart/Display Package - Two 34-inch (32 inch viewable) displays and cart.One display supports NTSC, PAL, VGA, XGA, second supports		
2230-52226-001	NTSC/PAL. Includes integrated dual speakers, subwoofer, universal power strip and adaptor cords. 120v	\$8,800	9%
MN27-MM	Standalone 29 inch (27 in. viewable) multi-media display. Supports PAL and NTSC video. (Must order applicable Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A)	\$2,000	9%
MN29	Standalone 29 inch (27 in. viewable) NTSC/PAL display. (Must order applicable Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A)	\$1,050	9%
MN34	Standalone 34 inch (32 in. viewable) NTSC/PAL display. (Must order applicable Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A)	\$1,595	9%
MN34-MM	Standalone 34 in. (32 in. viewable) multi-media display. Supports PAL and NTSC video, VGA and XGA. (Must order applicable Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A)	\$3,250	9%
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	Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and	\$25	9%

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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
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POLYCOM	4870-00056-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%	
POLYCOM	4070 00000 004	Installation Babyion Entryption (on site installation of system) Elot 1 1110E	ψοσο	370	
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		Premier 1 Year, Babylon Encryption SBRI, Parts shipped premium day of call,			
	4870-00056-112	Unlimited Telephone Technical Support During Business Hours, Software Updates	\$240	3%	
POLYCOM		& Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE			
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		Premier Plus, 1 Year, Babylon Encryption SBRI, Next Business Day Parts & Labor,			
	4870-00056-114	Unlimited Phone support during Business Hours, Software Updates & Upgrades	\$440	3%	
POLYCOM		(prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*			
. 02.00		Premier Plus 2 Day, 1 Year, Babylon Encryption SBRI, 2nd Business Day Parts &			
	4870-00056-115	Labor, Unlimited Phone support during Business Hours, Software Updates &	\$350	3%	
BOLVOOM	4070-00030-113	Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	Ψοσο	370	
POLYCOM POLYCOM		PRICE*			
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		Partner Premier Plus, 1 Year, Babylon Encryption SBRI, Next Business Day Parts			
	4870-00056-164	& Labor, Unlimited Phone support during Business Hours, Software Updates &	\$330	3%	
POLYCOM		Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*			
		Partner Premier Plus 2 Day, 1 Year, Babylon Encryption SBRI, 2nd Business Day			
	4870-00056-165	Parts & Labor, Unlimited Phone support during Business Hours, Software Updates	\$265	3%	
POLYCOM		& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*			
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POLYCOM					
POLYCOM	-				
		Partner Premier In Warranty, 1 Yr, Babylon Encryption SBRI, Qualified Service			
	4870-00056-161	Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be	\$175	3%	
POLYCOM		prorated accordingly)			
		Partner Premier Out of Warranty, 1 Yr, Babylon Encryption SBRI, Qualified Service			
	4870-00056-162	Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel,	\$200	3%	
POLYCOM		Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	, , , , , , , , , , , , , , , , , , , 		
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POLYCOM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
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POLYCOM	4070 00057 00 1	Installation Debutes Fraggeties (On site to to living of sources) LIGT SDIGE	\$550	20/	
POLYCOM	4870-00057-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%	
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, OLI COM		Premier 1 Year, Babylon Encryption QUAD BRI, Parts shipped premium day of			
	4870-00057-112	call, Unlimited Telephone Technical Support During Business Hours, Software	\$600	3%	
DOLVOOM	-010 00001-112	Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	- 4000	J,0	
POLYCOM		LIST PRICE			
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		Promier Plus 1 Year Pohylon Engryption OHAD PRI Next Business Day Ports 9			-1
		Premier Plus, 1 Year, Babylon Encryption QUAD BRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates &			
	4870-00057-114	Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,090	3%	
_		PRICE*			
		Premier Plus 2 Day, 1 Year, Babylon Encryption QUAD BRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates			
	4870-00057-115	& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$870	3%	
		PRICE*			
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		Partner Premier In Warranty, 1 Yr, Babylon Encryption QUAD BRI, Qualified			
	4870-00057-161	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to	\$435	3%	
		Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be	,		
-		prorated accordingly) Partner Premier Out of Warranty, 1 Yr, Babylon Encryption QUAD BRI, Qualified			
	4870-00057-162	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to	¢40E	3%	
	4010-00031-102	Channel, Software Updates&Upgrades (prices for terms other than 1 Yrs to be	\$495	376	
<u></u>		prorated accordingly)			
		Portner Premier Plus 1 Veer Pohylon Franchisc OHAD PRI May 1 Project Devices			1
	4870-00057-164	Partner Premier Plus, 1 Year, Babylon Encryption QUAD BRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates	\$820	3%	
	.070 00007-104	& Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	ΨΟΖΟ	3,6	
_		Partner Premier Plus 2 Day, 1 Year, Babylon Encryption QUAD BRI, 2nd Business			
	1070 00057 105	Day Parts & Labor, Unlimited Phone support during Business Hours, Software	0055	227	
	4870-00057-165	Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$655	3%	
		LIST PRICE*			
	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
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	PART NUMBER 4870-00058-004	Description	LIST PRICE	Disc 3%	
		Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call,	\$550		
		Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates	\$550		
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST	\$550	3%	
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates	\$550	3%	
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST	\$550	3%	
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST	\$550	3%	
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$550	3%	
	4870-00058-004 4870-00058-112	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor,	\$550 \$1,705	3%	
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$550	3%	
	4870-00058-004 4870-00058-112	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$550 \$1,705	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$550 \$1,705	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates &	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$550 \$1,705 \$2,835	3%	
	4870-00058-004 4870-00058-112 4870-00058-114 4870-00058-115	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Partner Premier In Warranty, 1 Yr, Babylon Encryption PRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel,	\$1,705 \$1,705 \$2,835 \$2,270	3% 3% 3%	
	4870-00058-004 4870-00058-112 4870-00058-114	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE* Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$550 \$1,705 \$2,835	3%	

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СОМ	4870-00058-162	Partner Premier Out of Warranty, 1 Yr, Babylon Encryption PRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates&Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$1,405	3%
СОМ	4870-00058-164	Partner Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$2,125	3%
СОМ	4870-00058-165	Partner Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,045	3%

		Polycom	North American	n Price List - Generated on 02-MAR-2004_08:	:36:21_A
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POLYCOM					
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM		D 4 5 7 0 6 4 1 1 1 100 05			
POLYCOM		Product Family Section Legend - MGC-25 Polycom's MGC-25 Platform is an easy to use, plug-and-play, multi-network conference.	encina solution	The MGC-25 is a small 19in chassis	
POLYCOM		with a sleek, rack-mountable design, yet provides value conferencing	shoring solution.	The Mee 20 is a small roll chaosis	
POLYCOM		by supporting the same software as the MGC-50 and MGC-100 platforms. With ter	n preset configu	rations of Unified Conferencing,	
POLYCOM		Polycom VideoPlus, Polycom VoicePlus and standalone gateway, the MGC-25 is the perfect solution for any workgroup environment			
POLYCOM		or large enterprise with distributed network requirements.			
POLYCOM _					
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POLYCOM					
POLYCOM		MGC-25 GW1: 2U 19 in. chassis, Single PRI Gateway for IP/ISDN, 3 sites@384		Í	
	VBGW0101	kbps T1, 5 sites@384 kbps E1, 11 sites@384 kbps T1, 12 sites @128 kbps E1,	\$22,000	35%	
POLYCOM		Audio TX, MGC Manager	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
	\/DC\\/04.02	MGC-25 GW2: 2U 19 in. chassis, Dual PRI Gateway for IP/ISDN, 7 sites@384	¢24 500	350/	
POLYCOM	VBGW0102	kbps T1, 10 sites@384 kbps E1, 12 sites @128K T1/E1, Audio TX, MGC-Manager	\$34,500	35%	
	VBMA2401	MGC-25 VoicePlus 24: 2U 19 in. chassis, 23 PSTN ports T1, 24 PSTN ports E1,	\$27,000	35%	
POLYCOM	V DIVIA 240 I	Voice IVR/DTMF, Audio TX, VCS, MGC Manager	\$27,000	3376	
POLYCOM	VBMA4801	MGC-25 VoicePlus 48: 2U 19 in. chassis, 46 ports T1, 48 PSTN ports E1, Voice IVR/DTMF, Audio TX, VCS, MGC Manager	\$38,000	35%	
52.00		MGC-25 ISDN V: 2U 19" Chassis. Up to: 12 ISDN@128 kbps@T1/E1, 7-10			
	VBMI1006	ISDN@384 kbps @T1/E1, 3-5 ISDN@768 kbps@T1/E1, 2 ISDN@T1/E, HWCP,	\$63,500	35.00%	
POLYCOM		Audio/Video TX, MGC Manager MGC-25 IP12: 2U 19 in. chassis, 12 IP sites@384 kbps or 24 sites @128 kbps,			
POLYCOM	VBMP1201	IVR/DTMF, SWCP, VCS, MGC-Manager	\$26,000	35%	
	VBMP1601	MGC-25 IP16+: 2U 19 in. chassis, 16 IP sites @384 kbps, 24 IP sites @128 kbps	\$43,500	35%	
POLYCOM	VBIVII 1001	& 8 PSTN, IVR/DTMF, SWCP, VCS, MGC Manager	Ψ+3,300	3376	
	VBMP1606	MGC-25 IP16+ V: 2U 19" Chassis. Up to: 8 PSTN@64 kbps, 24 IP@128 kbps, 16 IP@384 kbps, 8 IP@768 kbps, 4 IP@T1/E1, SWCP, HWCP, Audio/Video TX,	\$63,500	35%	
POLYCOM	12	MGC Manager	ψου,σου	5575	
		MGC-25 Unified 24: 2U 19" chassis: 24 PSTN, 12 ISDN@128kbps@T1/E1, 7-10			
	VBMU2401	ISDN@384kbps @T1/E1, 3-5 ISDN@768kbps@T1/E1, 2 ISDN@T1/E1, 16 VoIP/64kbps, 16 IP@128kbps, 16 IP@384kbps, 8 IP@768kbps, 4 IP@T1/E1,	\$59,950	35%	
POLYCOM		Audio TX, Unified Conf Suite, SWCP, MGC Manager			
		MGC-25 Unified 24 V: 2U 19" chassis: 24 PSTN, 12 ISDN@128kbps@T1/E1, 7-10			
	VBMU2406	ISDN@384kbps @T1/E1, 3-5 ISDN@768kbps@T1/E1, 2 ISDN@T1/E1, 16 VoIP/64kbps, 16 IP@128kbps, 16 IP@384kbps, 8 IP@768kbps, 4 IP@T1/E1,	\$79,950	35.00%	
POLYCOM		Audio/Video TX, UCS, HWCP, SWCP, MGC Manager			
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POLYCOM	VBUP0101	MGC-25 GW1 Upgrade to U24 MGC-25 GW2 Upgrade to U24	\$42,950	35%	
POLYCOM	VBUP0102 VBUP1006	MGC-25 GW2 Upgrade to U24 MGC-25 ISDN V Upgrade to Unified 24 V	\$30,450 \$21,450	35% 35%	
POLYCOM	VBUP1006 VBUP1201	MGC-25 ISDN V Opgrade to Unified 24 V MGC-25 IP12 Upgrade to U24	\$38,950	35%	
POLYCOM	VBUP1601	MGC-25 IP16+ Upgrade to U24	\$21,450	35%	
POLYCOM	VBUP1606	MGC-25 IP 16+ V Upgrade to Unified 24 V	\$21,450	35%	
POLYCOM	VBUP2401	MGC-25 VP24 Upgrade to U24	\$37,950	35%	
POLYCOM	VBUP2402	MGC-25 VoicePlus24 Upgr. to VPlus48	\$16,000	35%	
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POLYCOM		MOO OF Channel Cartification Deployer MOO OF IDIO. MOOMOD CI.	1	i	
		MGC-25 Channel Certification Package: MGC-25 IP16+, MGCMGR, Shipping, Training (SUP1440) - Qty 1. PURCHASE OF SUPDEMO25 (1 YR BASIC			
	VBMP1602	SERVICE/SUPPORT) IS MANDATORY; SUPPORT RENEWAL PURCHASE	\$7,195	5%	
POLYCOM		REQUIRED EACH SUBSEQUENT YEAR			

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MO:	PART NUMBER	Description	LIST PRICE	Disc
OM		Product Family Section Legend - MGC-50 and MGC-100		
OM		Polycom's MGC-50 and MGC-100 are high performance, highly		
OM		scalable MCUs and gateway platforms. These flexible systems,		
OM		designed to accommodate users' changing multipoint needs, use a		
OM		modular `universal slot' platform that allows a high degree of		
OM		customization based on port capacity and functional requirements.		
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JIVI		MGC-50 VoicePlus Bridge - 192 ports ISDN/PRI T1/E1 (Net8,Net4, 2 Audio 48/96,		
MC	VVCS0192	IVR/DTMF,8 slot chassis, AC Power,MGC Manager)	\$152,300	44.00%
	VVCS0288	MGC-50 VoicePlus Bridge - 288 ports ISDN/PRI T1/E1 (2 Net8, 3 Audio 48/96,	\$209,700	44.00%
OM	V V C 30200	IVR/DTMF,8 slot chassis, AC Power, MGC Manager)	\$209,700	44.00 %
214	VVCS0384	MGC100 VoicePlus Bridge - 384 ports ISDN/PRI T1/E1 (Net8, Net4, 4 Audio	\$283,900	44.00%
MC		48/96, IVR/DTM, 16 slot chassis, AC Power, MGC Manager) MGC 100 VoicePlus Bridge - 768 ports ISDN/PRI T1/E1 (4 Net8, Net4, 8 Audio		
MC	VVCS0768	48/96, IVR/DTMF, 16 slot chassis, AC Power, MGC Manager)	\$525,500	44.00%
····	10/00/100/	MGC-50 VoicePlus Bridge - 48 ports ISDN/PRI T1/E1 (Net4, Audio24/48,	***	44.000/
MC	VVCS4801	IVR/DTMF, 8 slot chassis, AC Power, MGC Manager)	\$63,000	44.00%
	VVCS9601	MGC 50 VoicePlus Bridge - 96 ports ISDN/PRI T1/E1 (Net8, A48/96, IVR/DTMF,8	\$90,900	44.00%
MC	V V C C 300 1	slot chassis, AC Power,MGC Manager)	Ψ30,300	44.0070
MC				
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MC	VCMR0801	MGC-50 19" Rack Mount Kit: configure the 8-slot chassis for a 19" rack (90 deg)	\$1	3%
	VOND 4004	MGC-100 23" Rack Mount Kit: configure the 16-slot chassis for a 23" rack (Not for	0.4	201
OM	VCMR1601	NEBS)	\$1	3%
	VCMR1602	MGC-100 19" Rack Mount Kit (90deg): configure the 16-slot chassis for a 19" rack	\$1	3%
MC	70	(90 degree) (Not for NEBS)	Ψ.	0,0
MC	VCMR1603	MGC-100 Rack Mount Field Upgr: rack mount field upgrade for a 16 slot chassis	\$300	3%
JIVI		MGC-50 Table Top Side Panels: configure the 8 slot chassis with Table Top side		
MC	VCMT0801	panels	\$1	3%
	VCMT1601	MGC-100 Table Top Side Panels: configure the 16 slot chassis with Table Top	\$1	3%
MC		side panels		
MC	VCPA1601	MGC AC Power supply for MGC-100 (8-10 modules, Average 9)	\$4,000	44.00%
MC	VCPB0001	MGC-100 Power Supply Blank: blank panel for empty power supply slot	\$0	44.00%
MC	VCPD4801	MGC DC Power Supply for MGC-100 Chassis (8-10 modules, Average 9)	\$5,000	44.00%
	VCPN4801	MGC DC Power Supply for MGC-100 NEBS chassis (8-10 modules, Average 9)	\$5,000	44.00%
MC	701144001	med be toward dupply for med for the be chaused to to modules, twentage of	φο,σσσ	44.0070
MC	VCSA0801	MGC-50 Base System: 8-slot (AC) core system (Chassis/ACpwr/MGC Manager)	\$17,500	44.00%
OM	VCSA0802	MGC-50 - 8 slot AC chassis ONLY	\$5,500	44.00%
JIVI		MGC-100 Base System (AC): 16-slot (AC) core system (Chassis/1 AC pwr/MGC		
MC	VCSA1601	Manager)	\$26,300	44.00%
MC	VCSA1602	MGC-100 - 16 slot AC chassis ONLY	\$10,300	44.00%
	\/OOD4004	MGC-100 Base System (DC): 16-slot (DC) core system (Chassis/1 DC pwr/MGC		
MC	VCSD1601	Manager)	\$27,300	44.00%
MC	VCSD1602	MGC-100 - 16 slot DC chassis ONLY	\$10,300	44.00%
	VCSN1601	MGC-100 NEBS Base System (DC): 16-slot (DC) NEBS Level 3 core system	\$52,300	44.00%
MC		(Chassis/1 DC pwr/MGC Manager) 23' Rack Mount		
MC	VCSN1602	MGC-100 - 16 slot NEBS/DC Chassis ONLY	\$35,300	44.00%
MC	VCUS0101	MGC Control Unit for MGC-100 (MCMS)	\$12,000	44.00%
MC	VCUS0102	MGC Control Unit for MGC-50 (MCMS)	\$12,000	44.00%
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MC	\/aa	MDIANA O HA A A A A A A A A A A A A A A A A A		
MC	VCCM0101	MPI 1 Meter Cable to connect to MPI Panel	\$1	3%
MC	VCCM0501	MPI 5 Meter Cable to connect to MPI Panel	\$1	3%
71.4	VCCM3501	MGC MPI Adapter RS449 to V.35 DTE-M: V.35 physical interface adapter for DTE	\$1	3%
MC		(straight) connections MGC MPI Adapter RS449 to V.35 DCE-F: V.35 physical interface adapter for DCE		
MC	VCCM3502	(crossover) connections	\$1	3%
	1/00144004	MGC MPI Panel 16 RS449 DTE-F Connections: supports up to 16 RS449 DTE	C4	20/
MC	VCCM4901	serial connections + 16 RS366 dialing ports	\$1	3%
	VCCM4902	MGC MPI Adapter DCE-F: RS449 physical interface adapter for DCE (crossover)	\$1	3%
MC	VOOIVITOUZ	connections	Ψ'	
7 14	VCCM5301	MGC MPI Adapter RS449 to EIA530 DTE-M: EIA-530 physical interface adapter	\$1	3%
MC		for DTE (straight) connections MGC MPI Adapter RS449 to EIA530 DCE-F: EIA-530 physical interface adapter		
DM	VCCM5302	for DCE (crossover) connections	\$1	3%
DM	VCCN4501	MGC NET (T1) RJ45 to J-1 Adapter Cable: Network J-1 adapter for T1 service	\$50	3%
	VCCN4502	MGC NET (E1) RJ45 to BNC Balun: Network BNC adapter for E1 service	\$65	3%
		MGC Power Cord 110VAC 2.3 Meter (8 ft) North America, Saudi Arabia,		
JIVI	VCCP0101	Venezuela	\$0	3%
ОМ	VCCP0102	MGC Power Cord 250VAC 2.3 Meter (8 ft) Europe	\$0	3%
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POLYCOM	VCCP0105	MGC Power Cord 250VAC 2.3 Meter (8 ft) Italy, Chile	\$0	3%
POLYCOM	VCCP0106	MGC Power Cord 250VAC 2.3 Meter (8 ft) India, South Africa	\$0	3%
POLYCOM	VCCP0107	MGC Power Cord 250VAC 2.3 Meter (8 ft) Switzerland	\$0	3%
POLYCOM	VCCP0108	MGC Power Cord 250VAC 2.3 Meter (8 ft) Israel	\$0	3%
POLYCOM	VCCP0109	MGC Power Cord 250VAC 2.3 Meter (8 ft) Australia, New Zealand	\$0	3%
POLYCOM	VCCP0110	MGC Power Cord 250VAC 2.3 Meter (8 ft) Denmark, Sweden	\$0	3%
POLYCOM	VCCP0111	MGC Power Cord 250VAC 2.3 Meter (8 ft) Argentina, Uruguay	\$0	3%
POLYCOM	VCCP0112	MGC Power Cord 110VAC 2.3 Meter (8 ft) Japan, Taiwan, Thailand	\$0	3%
POLYCOM	VCCP0113	MGC Power Cord 250VAC 2.3 Meter (8 ft) South America, Korea	\$0	3%
POLYCOM	VCCP0114	MGC Power Cord 250VAC 2.3 Meter (8 ft) Hong Kong	\$1	3%
POLYCOM	700.0111	inioo i ono. oo a zoo inio zio matai (e ily noily noily	Ψ.	5,0
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	VNMM0401	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-	\$6,000	44.00%
POLYCOM	VIVIVIO401	530. RS366 Dialing. 1 Meter Cable included.	\$0,000	44.00 /6
POLYCOM	VNMM0402	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-	\$6,000	44.00%
POLICOIVI		530. RS366 Dialing. 5 Meter Cable included. MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-		
POLYCOM	VNMM0801	530. RS366 Dialing. 1 Meter Cables included.	\$12,000	44.00%
	\/NIN4N40000	MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-	£42.000	44.000/
POLYCOM	VNMM0802	530. RS366 Dialing. 5 Meter Cables included.	\$12,000	44.00%
DOL 1/0014	VNMN0201	MGC NET-2 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 2 circuits. Each	\$8,400	44.00%
POLYCOM		configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	40,100	1.110070
POLYCOM	VNMN0401	MGC NET-4 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 4 circuits. Each configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$16,000	44.00%
. 521 551	101000000	MGC NET-8 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 8 circuits. Each	000	11.0
POLYCOM	VNMN0801	configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$28,000	44.00%
	\/NIMD4004	MGC IP-12 Port Module: H.323 for up to 12 sites @128K OR 12 sites @384K OR	\$15 000	44.009/
POLYCOM	VNMP1201	6 sites @768K OR 3 sites @2M	\$15,000	44.00%
DOLYCOM	VNMP2401	MGC IP-24 Port Module: H.323 for up to 48 sites@128K OR 24 sites @384K OR	\$29,000	44.00%
POLYCOM		12 sites@768K or 6 sites @2M MGC IP 48 Port Modulo: H 223 for up to 96 sites @128K or 48 sites @ 284K OP	,	
POLYCOM	VNMP4801	MGC IP-48 Port Module: H.323 for up to 96 sites @128K or 48 sites @ 384K OR 24 sites @768K OR 12 sites @2M	\$49,000	44.00%
	\/NIN4\/0004	MGC MUX- 8 H.320 Module: supports 8 sites up to 768K, OR 4 sites T1/E1 ** 8	040.000	44.0007
POLYCOM	VNMX0801	PORT SYSTEM ONLY! **	\$10,900	44.00%
	VNMX1601	MUX. 16 MGC MUX-16 H.320 Module: supports 16 sites up to 384K OR 8 sites up	\$17,000	44.00%
POLYCOM		to 768K OR 4 sites T1/E1 - OVER 8 PORTS		
POLYCOM	VUPG0003	MGC MUX 8 to MUX 16 Software License Upgrade	\$6,100	44.00%
POLYCOM				
DOL VOCA				
POLYCOM				
POLYCOM				
POLYCOM	VRMA1201	MGC Audio 12 Port Module - support 12 ports voice	\$15,700	44.00%
POLYCOM	VRMA1202	MGC "Audio+ module supports 12 ports video or 24 ports voice"	\$15,700	44.00%
POLYCOM	VRMA2402	MGC "Audio+ module supports 24 ports video or 48 ports voice"	\$29,500	44.00%
POLYCOM	VRMA4802	MGC "Audio+ module supports 48 ports video or 96 ports voice"	\$45,400	44.00%
	VRMT1201	MGC T.120-12 Port Data Module: Data Application for up to 12 sites. (Requires	¢0.200	44.00%
POLYCOM	VRIVIT 1201	purchase of VSWT0101 - 12 sites)	\$9,300	44.00%
DOL 1/0014	VRMT2401	MGC T.120-24 Port Data Module: Data Application for up to 24 sites (rRequires	\$14,450	44.00%
POLYCOM	***************************************	purchase of VSWT0101 - 24 sites)	Ψ, .σσ	1 1100 70
POLYCOM	VRMV0601	MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6	\$18,000	44.00%
. OLI OOM	,	ports at 768Khps (Requires VSWC0601 and/or VSWV0601)	ψ10,000	
POLYCOM		ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module		
	VRMV0801	ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801)	\$28,000	44.00%
	VRMV0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801)		44.00%
	VRMV0801 VRMV1201	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12		44.00%
POLYCOM		MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801)	\$28,000	
POLYCOM POLYCOM		MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12	\$28,000	
POLYCOM		MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12	\$28,000	
		MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12	\$28,000	
POLYCOM		MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6)	\$28,000	
POLYCOM POLYCOM	VRMV1201	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows	\$28,000 \$36,000	44.00%
POLYCOM POLYCOM POLYCOM	VRMV1201	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC.	\$28,000 \$36,000 \$450	44.00%
POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING	\$28,000 \$36,000 \$450 \$13,500	44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWB1601	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING	\$28,000 \$36,000 \$450 \$13,500 \$21,000	44.00% 44.00% 44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence	\$28,000 \$36,000 \$450 \$13,500	44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWB1601	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000	44.00% 44.00% 44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000	44.00% 44.00% 44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License for 6 Wideo+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence &	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500	44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License for 6 Wideo+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence &	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500	44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$5,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$7,500 \$5,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP1601	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$1 \$30,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP0801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$5,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP1601 VSWP2001	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500 \$5,000 \$1 \$30,000 \$65,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP1601	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$1 \$30,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP1601 VSWP2001	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824kbps - 1920kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500 \$5,000 \$1 \$30,000 \$65,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWD0801 VSWG0801 VSWH0601 VSWP0801 VSWP1601 VSWP2001 VSWP2801 VSWP3201	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$1,500 \$5,000 \$1,500 \$1,000 \$1,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWC0801 VSWH0601 VSWH0601 VSWP1601 VSWP2801	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824kbps - 1920kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500 \$1 \$30,000 \$65,000 \$75,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWC0601 VSWC0801 VSWH0601 VSWH0601 VSWP2801 VSWP2801 VSWP2801 VSWP3201 VSWS0103	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$36,000 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$1 \$30,000 \$65,000 \$75,000 \$10,000 \$0	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
POLYCOM	VRMV1201 VMSM0101 VSWB0801 VSWD0801 VSWG0801 VSWH0601 VSWP0801 VSWP1601 VSWP2001 VSWP2801 VSWP3201	MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824kbps - 1920kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$1,500 \$5,000 \$1,500 \$1,000 \$1,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%

YCOM	VSWT0101	MGC T.120 Data Collaboration License, PER SITE	\$830	44.00%	
		MGC Virtual Conference Suite License: Auto Rate Detect Dial In/Out, Undefined			
	VSWV0101	Participants, Auto Add, Single Number per Conference, Meeting Room. PER	\$1,000	44.00%	
YCOM		SITE.			
ҮСОМ	VSWX0601	MCU License for 6 Ports Video to use Multiway Transcoding (audio, resolution, frame rate, speed)	\$5,000	44.00%	
YCOM		Irame rate, speed)			
- LCOINI					T
YCOM					
YCOM -		-			
	\/MOLI4000	Channel Certification Demo Promotion - Unified Conferencing Upgrade: Audio	\$00.500	00/	1
YCOM	VMCU1206	24/48, Video+ 8, CP/TX8, Click & View, Unified Conference Suite	\$22,500	3%	
YCOM	VSWU0001	MGC OS Upgrade to current production release level	\$15,000	44.00%	
YCOM					•
YCOM _					
YCOM			1		-1
		MGC-50,IP24,MUX8,Net2,Audio24/48,Video+8,BONDing8,H320-			
	VMCS2403	8portSWL,CP8/TX8SWL,UCS,C&V,WCS,PN12/25,WO25,MGCMGR. Shipping.	\$37,995	3%	
YCOM		Training(SUP1440&CS-PNAV-TS01-IN), SUP1000 IS MANDATORY			
YCON					
YCOM					
YCOM	PART NUMBER	Description	LIST PRICE	Disc	
YCOM	I / II / I I O II D L I I	ээээлрийн	<u> </u>	<u>5100</u>	
Г	\#4050040	EZVC Scheduling - 12 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf	0.45.000		1
10011					
YCOM	VMSE0012	Scheduling. Requires Microsoft Server	\$15,000	44.00%	
	VMSE0012 VMSE0024	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf	\$15,000 \$22,500	44.00%	
YCOM		EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server			
YCOM		EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf			
	VMSE0024 VMSE0048	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server	\$22,500 \$33,750	44.00% 44.00%	
YCOM	VMSE0024	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf	\$22,500	44.00%	
YCOM YCOM	VMSE0024 VMSE0048 VMSE0096	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server	\$22,500 \$33,750 \$50,650	44.00% 44.00% 44.00%	
YCOM YCOM	VMSE0024 VMSE0048	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server	\$22,500 \$33,750	44.00% 44.00%	
YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting	\$22,500 \$33,750 \$50,650	44.00% 44.00% 44.00%	
YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler	\$22,500 \$33,750 \$50,650 \$76,000	44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference	\$22,500 \$33,750 \$50,650 \$76,000	44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000	44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server MGC Web Commander Meeting Director: SW for WEB-based Conference	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server MGC Web Commander Meeting Director: SW for WEB-based Conference	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server MGC Web Commander Meeting Director: SW for WEB-based Conference	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server MGC Web Commander Meeting Director: SW for WEB-based Conference	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102 VMSW0103	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server MGC Web Commander Meeting Director: SW for WEB-based Conference management. Requires Microsoft Server	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000 \$15,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00%	
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102 VMSW0103	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server MGC Web Commander Meeting Director: SW for WEB-based Conference management. Requires Microsoft Server	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000 \$15,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% Disc	
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	VMSE0024 VMSE0048 VMSE0096 VMSE9999 VMSW0101 VMSW0102 VMSW0103	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting Scheduler WebCommander -Meeting Scheduler - SW for WEB-based Conference scheduling.Includes Personal Scheduler. Requires Microsoft Server MGC Web Commander Meeting Director: SW for WEB-based Conference management. Requires Microsoft Server	\$22,500 \$33,750 \$50,650 \$76,000 \$25,000 \$10,000 \$15,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00%	

POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
DLYCOM DLYCOM		Product Line Section Legend - MGC Maintenance Service			_
DLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries		
LYCOM _		7 1 1			_
N VCOM					
LYCOM					
LYCOM _					
LYCOM					
DLYCOM	4870-00007-004	Installation, MGC25, On-site Installation of System - LIST PRICE*	\$2,495	3%	
	4870-00007-006	Installation & Training, MGC25, On-site Installation & on-site System Administrator	\$3,095	3%	
DLYCOM	4070-00007-000	Training, LIST PRICE* Installation & Training, MGC25 & PathNavigator, any License Size, On-site			
DLYCOM	4870-00007-008	Installation & on-site System Administrator Training, LIST PRICE*	\$3,895	3%	
N VCOM	4870-00007-009	Installation, MGC25 & PathNavigator, any License Size, On-site Installation of	\$3,295	3%	
DLYCOM	4870-00008-004	System, LIST PRICE* Installation MGC-50 - On-site Installation of System, LIST PRICE*	\$2,995	3%	
LICON		Installation & Training - MGC50, On-site Installation and on-site System			
LYCOM	4870-00008-006	Administrator Training, LIST PRICE*	\$3,995	3%	
DLYCOM	4870-00008-008	Installation & Training, MGC50 any configuration and PathNavigator, any license size, On-site Installation and on-site System Administrator Training, LIST PRICE*	\$3,995	3%	
DLYCOM	4870-00009-004	Installation, MGC100, On-site Installation of System, LIST PRICE*	\$5,000	3%	
LYCOM	4870-00009-006	Installation & Training - MGC 100, On-site Installation & on-site System	\$9,000	3%	
, L I OOIVI		Administrator Training, LIST PRICE*			-
DLYCOM	4870-00009-008	Installation & Training, MGC100, any configuration and PathNavigator, any license size, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$9,995	3%	
DLYCOM					
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DLYCOM	-			<u> </u>	
21.7/2014	4870-00007-110	Standard 1 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST	6.03%	3%	
DLYCOM	4870-00007-310	PRICE Standard 3 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%	
JET COM	4870-00008-110	Standard 1 Year, MGC50, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST	6.03%	3%	
DLYCOM	4070 00000 040	PRICE Standard 3 Year, MGC50, Telephone Technical Support During Business Hours,	14.500/		
DLYCOM	4870-00008-310	software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE Standard 1 Year, MGC100, Telephone Technical Support During Business Hours,	14.53%	3%	
DLYCOM	4870-00009-110	software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%	
DLYCOM	4870-00009-310	Standard 3 Year, MGC100, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%	
DLYCOM					
LYCOM					
DLYCOM					
OLYCOM	4870-00007-112	Premier 1 Yr, MGC25, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%	
DLYCOM	4870-00007-312	Premier 3 Year, MGC25, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%	
DLYCOM	4870-00008-112	Premier 1 Yr, MGC50, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%	
	4870-00008-312	Premier 3 Year, MGC50, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates &	19.03%	3%	
LYCOM	4870-00009-112	upgrades - Prices Represent % of List Price - LIST PRICE Premier 1 Yr, MGC100, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List	8.03%	3%	
LYCOM	4870-00009-312	Price - LIST PRICE Premier 3 Year, MGC100, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates &	19.03%	3%	
LYCOM		upgrades - Prices Represent % of List Price - LIST PRICE			
LYCOM					
LYCOM _					
LYCOM		7 x 24 Extended Help Desk (Premier Plus, Premier, Basic Customers Add On to			
DLYCOM	4865-20504-001	Maintenance Service Agreement, for which terms coincide) - Prices Represent % of List Price - LIST PRICE	3.30%	3%	
DLYCOM	4865-20504-002	7x24 EX HELP DESK,ACCORD,RESELL	2.7%	3%	
	500 . 502		,-		

COM				
COM	4865-06680-003	Pre-Contract Inspection for MGC Products	\$1,500	3%
ОМ	4865-06680-004	Pre-Contract Inspection Fee for MGC products, Reseller	\$1,350	3%
OM				
СОМ				
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		Premier Plus, 1 Year MGC25,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for		
	4870-00007-114	terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price -	12.03%	3%
COM		LIST PRICE*		
		Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone		
СОМ	4870-00007-314	Technical Support During Business Hours and software updates & upgrades -	29.03%	3%
COIVI		Prices Represent % of List Price - LIST PRICE* Premier Plus, 1 Year MGC50,Next business day parts & labor, Telephone		
	4070 00000 444	Technical Support During Business Hrs, software updates&upgrades (prices for	40.000/	201
	4870-00008-114	terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price -	12.03%	3%
COM		LIST PRICE*		
	4070 00000 044	Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone	00.000/	201
сом	4870-00008-314	Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
-		Premier Plus, 1 Year MGC100,Next business day parts & labor, Telephone		
	4870-00009-114	Technical Support During Business Hrs, software updates&upgrades (prices for	12.03%	3%
	4670-00009-114	terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price -	12.03%	376
СОМ		LIST PRICE*		
	4870-00009-314	Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades -	29.03%	3%
COM	4070-00003-314	Prices Represent % of List Price - LIST PRICE*	23.0370	370
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COM			11	
YCOM		Partner Premier in Warranty 1 Yr, MGC25, Qualified Service Partner, Parts		
COM	4870-00007-161	shipped priority level same bus day, Tech Phone Support to Partner, SW	4.03%	3%
	4870-00007-161	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be	4.03%	3%
	4870-00007-161	shipped priority level same bus day, Tech Phone Support to Partner, SW	4.03%	3%
		shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW		
COM	4870-00007-161 4870-00007-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices	4.03%	3%
/COM		shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price		
/COM	4870-00007-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority	6.03%	3%
YCOM		shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price		
YCOM YCOM YCOM	4870-00007-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts	6.03%	3%
YCOM	4870-00007-162 4870-00007-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts	6.03%	3%
/COM /COM	4870-00007-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutoffWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be	6.03%	3%
YCOM YCOM	4870-00007-162 4870-00007-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price	6.03%	3%
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COM COM	4870-00007-162 4870-00007-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price	6.03%	3%
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COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority	6.03% 15.03% 3.53% 4.53%	3% 3% 3%
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COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped Priority level same bus day, Tech Phone Support to Partner, Parts shipped Priority level same bus day, Tech Phone Support to Partner, Parts shipped Priority level same bus day, Tech Phone Support to Partner, Parts shipped Priority level same bus day, Tech Phone Support to Partner, Parts shipped Priority lev	6.03% 15.03% 3.53% 4.53%	3% 3% 3%
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COM COM COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-162 4870-00008-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Prices Represent % of List Price	6.03% 15.03% 3.53% 4.53%	3% 3% 3% 3%
COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-162 4870-00008-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutoftWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutoftWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus da	6.03% 15.03% 3.53% 4.53%	3% 3% 3% 3%
COM COM COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-162 4870-00008-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-Outoft/Warranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-Outoft/Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly) Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly) Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Pertner, Parts shipped priority level same bus day,	6.03% 15.03% 3.53% 4.53%	3% 3% 3% 3%
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COM COM COM COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-362 4870-00009-161	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades (prices for terms other than 1Yr prorated 2ccordingly) Prices Represent % of List Price	6.03% 15.03% 3.53% 4.53% 11.25%	3% 3% 3% 3% 3% 3%
COM COM COM COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-362 4870-00009-161	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC100, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Price, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Prices Represent % of List Price	6.03% 15.03% 3.53% 4.53% 11.25%	3% 3% 3% 3% 3% 3%

POLYCOM				
POLYCOM	4870-00007-164	Partner Premier Plus 1 Yr, MGC25, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for	9.03%	3%
OLYCOM		terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price* Partner Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone		
OLYCOM	4870-00007-364	Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%
OLYCOM	4870-00008-164	Partner Premier Plus 1 Yr, MGC50, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
OLYCOM	4870-00008-364	Partner Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%
OLYCOM	4870-00009-164	Partner Premier Plus 1 Yr, MGC100, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%
OLYCOM	4870-00009-364	Partner Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.30%	3%
OLYCOM				•
OLYCOM				
OLYCOM		1		
OLYCOM		Product Line Section Legend - EZVC Maintenance Service		
OLYCOM				
OLYCOM OLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
DLYCOM _				
DLYCOM				I
DLYCOM	SUP2110	EZVC Installation - (On site Installation of software, configuration & features enablement) - LIST PRICE*	\$1,995	3%
OLYCOM	SUP2110-R	EZVC Installation - (On site Installation of software, configuration & features enablement) - Reseller*	\$1,795	3%
OLYCOM	SUP2110ADD-ON	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - LIST PRICE*	\$1,000	3%
OLYCOM	SUP2110ADD-ON-R	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - Reseller*	\$900	3%
OLYCOM _				
DLYCOM				
DLYCOM DLYCOM	SUP2100	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE	15.30%	3%
OLYCOM	SUP2100-M	Premier 1 Year, EZVC (Unlimited Telephone Technical Support during Business Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%
OLYCOM	SUP2100-R	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - Reseller	13.5%	3%
OLYCOM		1		
OLYCOM				
DLYCOM		Draduat Line Continu Lorend TTCM Maintenance Continu		
DLYCOM DLYCOM		Product Line Section Legend - TTCM Maintenance Service		
DLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
DLYCOM				
DLYCOM				
DLYCOM	SUP2500	Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business	45 200/	20/
OLYCOM		Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE Premier 1 Year, TTCM(Unlimited Telephone Technical Support during Business	15.30%	3%
	SUP2500-M	Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%
POLYCOM		Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business	ll l	II .

PART NUMBER	Description	LIST PRICE	Disc
FART NOMBER		<u>LIST FRICE</u>	Disc
	Product Line Section Legend - WebCommander Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in:	some countries	
	Implementation Service, WebCommander, Includes Pre-Install Coordination, On-		
4870-00010-007	site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$4,375	3%
4870-00010-004	WebCommander Installation - On site Installation of software, configuration &	\$1,995	3%
	features enablement - LIST PRICE* WebCommander Installation - On site Installation of software, configuration &	Ψ1,000	
4870-00010-005	features enablement. If ordered at same time as MCU installation and for same	\$1,000	3%
4870-00010-006	location- LIST PRICE* WebCommander Installation & Training -On-site Installation & on-site System	\$3.500	3%
4070-00010-006	Administrator Training, LIST PRICE*	\$3,500	ა%
4070 00040 440	Premier 1 Year, WebCommander, Telephone Technical Support During Business	45.000/	20/
4870-00010-112	Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)- Prices Represent % of List Price - LIST PRICE	15.03%	3%
	Premier 3 Year, WebCommander, Telephone Technical Support During Business		
4870-00010-312	Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	36.03%	3%
	Partner Premier 1 Year, WebCommander Qualified Service Partner only,		
4870-00010-162	Technical Telephone Support to Partner, SW updates & upgrades (prices for terms	11.25%	3%
	other than 1 Yr prorated accordingly) Prices represent % of Product List Price		
4870-00010-362	Partner Premier, 3 Year, WebCommander, Qualified Service Partner only, Technical Telephone Support to Partner, SW updates & upgrades - Prices	27.03%	3%
	represent % of Product List Price		
PART NUMBER	Description	LIST PRICE	Disc
	Product Line Section Legend - Zyross Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
	!		
	Installation, Zyross, On-site Installation of software, configuration & features		
4870-00011-004	enablement, LIST PRICE*	\$1,995	3%
4870-00011-005	Installation, Zyross, On-site Installation of software, configuration & features enablement, If performed at same time and at same location as MGC installation,	\$1,000	3%
.5.0 00011-000	LIST PRICE*	. ,550	
4870-00011-112	Premier, 1 Year, Zyross, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$1,550	3%
	accordingly) LIST PRICE	φ1,550	J-70
	Premier, 3 Year, Zyross, Telephone Technical Support during business hours,		

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LYCOM					Ь—
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LYCOM					
LYCOM	4870-00011-160	Partner Premier, 1 Year, Zyross, Unlimited Telephone Technical Support to Partner during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,163	3%	
LYCOM	4870-00011-360	Partner Premier, 3 Year, Zyross, Unlimited Telephone Technical Support to Partner during business hours, Software Updates and Upgrades, LIST PRICE	\$2,790	3%	
LYCOM					
YCOM					
YCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	J
YCOM	VRSM1005	WebOffice - Conferencing Portal Software. 5 users. Requires Server (See specifications)	\$1,000	22%	1
VCOM	VRSM1010	WebOffice - Conferencing Portal Software. 10 users. Requires Server (See	\$2,000	22%	
YCOM YCOM	VRSM1025	specifications) WebOffice - Conferencing Portal Software. 25 users. Requires Server (See specifications)	\$5,000	22%	
	VRSM1050	WebOffice - Conferencing Portal Software. 50 users. Requires Server (See	\$7,500	22%	
YCOM	VRSM1000	specifications) WebOffice - Conferencing Portal Software. 100 users. Requires Server (See	\$10,000	22%	
COM COM	VRSM1200	specifications) WebOffice - Conferencing Portal Software. 200 users. Requires Server (See specifications)	\$20,000	22%	
COM	VRSM1300	WebOffice - Conferencing Portal Software. 300 users. Requires Server (See specifications)	\$30,000	22%	
усом	VRSM1400	WebOffice - Conferencing Portal Software. 400 users. Requires Server (See specifications)	\$40,000	22%	
/СОМ	VRSM1500	WebOffice - Conferencing Portal Software. 500 users. Requires Server (See specifications)	\$50,000	22%	
сом	VRSM9001	WebOffice - Conferencing Portal Software. 1000 users. Requires Server (See specifications)	\$75,000	22%	
/COM	VRSM9002	WebOffice - Conferencing Portal Software. 2000 users. Requires Server (See specifications)	\$100,000	22%	
′СОМ	VRSM9005	WebOffice - Conferencing Portal Software. 5000 users. Requires Server (See specifications)	\$125,000	22%	
/COM	VRSM9010	WebOffice - Conferencing Portal Software. 10,000 users. Requires Server (See specifications) WebOffice - Conferencing Portal Software. 20,000 users. Requires Server (See	\$250,000	22%	-
/СОМ	VRSM9020	webornice - Conferencing Portal Software. 20,000 users. Requires Server (See specifications) WebOffice - Conferencing Portal Software. 50,000 users. Requires Server (See	\$500,000	22%	
YCOM	VRSM9050	specifications)	\$1250,000	22%	
YCOM					
COM COM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
COM COM		Product Line Section Legend - WebOffice Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in	n some countries	s	
COM					
/COM		<u> </u>			_
COM COM					
COM/	4870-00012-007	Implementation Service, WebOffice 50 through 300 Licenses, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$20,000	3%	
COM/	4870-00037-007	Implementation Service, WebOffice 325 through 500 Licenses, Includes Pre-Instal Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$40,000	3%	
сом _					
COM _					<u> </u>
СОМ	4870-00012-004	Installation, WebOffice, On site Installation of software, configuration & features enablement - LIST PRICE*	\$1,995	3%	1
COM	4870-00012-005	Installation, WebOffice, On site Installation of software, configuration & features enablement. If performed at same time and at same location as MGC installation LIST PDICE*	- \$1,000	3%	
COM/	4870-00012-006	LIST PRICE* Installation & Training, WebOffice - On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,500	3%	
	4870-00037-006	Installation & Training , WebOffice, On site Installation of software, configuration	\$3,500	3%	
YCOM		& features enablement, on-site Systems Administor training - LIST PRICE*	<u> </u>]

4870-00012-112	Premier, 1 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price, LIST PRICE	15.03%	3%	
4870-00012-312	Premier, 3 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades, Prices represent % of Product List Price, LIST PRICE	36.03%	3%	
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4870-00012-160	Partner Premier 1 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price	11.25%	3%	
4870-00012-360	Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades, Prices represent % of Product List Price	27.03%	3%	
	4870-00012-312 4870-00012-160	Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price, LIST PRICE Premier, 3 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades, Prices represent % of Product List Price, LIST PRICE Partner Premier 1 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades, Prices represent % of Product List Price Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades, Prices represent % of	4870-00012-112 Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price, LIST PRICE Premier, 3 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades, Prices represent % of Product List Price, LIST PRICE Partner Premier 1 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades (prices for terms other than 1 11.25% 1 Yr to be prorated accordingly) Prices represent % of Product List Price Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades, Prices represent % of 27.03%	4870-00012-112 Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price, LIST PRICE Premier, 3 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades, Prices represent % of Product List Price, LIST Price, LIST Price, LIST Software Updates & Upgrades, Prices represent % of Product List Price, LIST Software Updates & Upgrades, Prices represent % of Product List Price, LIST Software Updates & Upgrades (prices for terms other than 11.25% 1 Yr to be prorated accordingly) Prices represent % of Product List Price Premier 3 Year, WebOffice, Telephone Technical Support to Partner Software Updates & Upgrades (prices for terms other than 1 11.25% 1 Yr to be prorated accordingly) Prices represent % of Product List Price Partner Premier 3 Year, WebOffice, Telephone Technical Support to Partner Software Updates & Upgrades, Prices represent % of 27.03% 3%

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LYCOM					
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LYCOM	DART NUMBER	Description	LICT DDICE	Dies	
LYCOM LYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
LYCOM		Product Family Section Legend - Polycom Conference Suite			
LYCOM LYCOM		The Polycom Network Aware Scheduler makes it easy to schedule conferences by providing users with the power to invite guests, book			
LYCOM		rooms and select necessary equipment all from within Microsoft			
LYCOM		OutLook or through a web interface. For IT professionals the			
LYCOM LYCOM		Polycom Video Network Management provides tools to proactively track and adjust the network as needed from any location.			
LYCOM		hack and adjust the network as needed from any location.			_
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LYCOM		<u> </u>			
LYCOM	5151-21010 200	Network Aware Scheduler, 5-Pack License	\$4,999	22%	1
LYCOM LYCOM	5151-21010-200 5151-21010-300	Network Aware Scheduler, 5-Pack License Network Aware Scheduler, 25-Pack License	\$4,999 \$19,999	22%	-
LYCOM	5151-21010-500	Network Aware Scheduler, 100-Pack License	\$59,999	22%	
LYCOM	5151-21010-300	Network Aware Scheduler, 100-Pack License	\$149,999	22%	
LYCOM	5151-21015-200	Network Aware Scheduler Redundant, 5-Pack Redundancy License	\$999	22%	
LYCOM	5151-21015-300	Network Aware Scheduler Redundant, 25-Pack Redundancy License	\$3,999	22%	
LYCOM	5151-21015-500	Network Aware Scheduler Redundant, 100-Pack Redundancy License	\$11,999	22%	
LYCOM	5151-21015-700	Network Aware Scheduler Redundant, 500-Pack Redundancy License	\$29,999	22%	
LYCOM					
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LYCOM LYCOM	5151-21020-200	Video Network Management, 5-Pack License (Includes Room Control)	\$7,499	22%	1
LYCOM	5151-21020-300	Video Network Management, 25-Pack License (Includes Room Control)	\$29,999	22%	
LYCOM	5151-21020-500	Video Network Management, 100-Pack License (Includes Room Control)	\$89,999	22%	
LYCOM	5151-21020-700	Video Network Management, 500-Pack License (Includes Room Control)	\$224,999	22%	
	5151-21025-200	Video Network Management Redundant, 5-Pack Redundancy License (Includes	\$1,499	22%	
LYCOM	3131-21023-200	Room Control)	φ1,499	22/0	
LYCOM	5151-21025-300	Video Network Management Redundant, 25-Pack Redundancy License (Includes Room Control)	\$5,999	22%	
	5151-21025-500	Video Network Management Redundant, 100-Pack Redundancy License (Includes	\$17,999	22%	
LYCOM	5151-21025-500	Room Control)	\$17,999	2270	
LYCOM	5151-21025-700	Video Network Management Redundant - 500-Pack Redundancy License (Includes Room Control)	\$44,999	22%	
LYCOM		(molades room control)			
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LYCOM		Debugge Conference Online F. Death Liverse (Includes Natural August Orbertales			_
LYCOM	5151-21040-200	Polycom Conference Suite, 5-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$10,999	22%	
	5151-21040-300	Polycom Conference Suite, 25-Pack License (Includes Network Aware Scheduler	\$42,999	22%	
LYCOM	3131-210-0-300	and Video Network Management)	Ψ+2,333	2270	
LYCOM	5151-21040-500	Polycom Conference Suite, 100-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$129,999	22%	
	5151-21040-700	Polycom Conference Suite, 500-Pack License (Includes Network Aware Scheduler	\$324,999	22%	
LYCOM	3131-21040-700	and Video Network Management)	ψ324,999	ZZ-70	4
LYCOM	5151-21045-200	Polycom Conference Suite Redundant, 5-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$2,199	22%	
	E1E1 2404E 200	Polycom Conference Suite Redundant, 25-Pack Redundancy License (Includes	\$9.500	229/	
LYCOM	5151-21045-300	Network Aware Scheduler and Video Network Management)	\$8,599	22%	
LYCOM	5151-21045-500	Polycom Conference Suite Redundant, 100-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$25,999	22%	
LICOIVI	E4E4 04045 700	Polycom Conference Suite Redundant, 500-Pack Redundancy License (Includes		220/	\dashv
LYCOM	5151-21045-700	Network Aware Scheduler and Video Network Management)	\$64,999	22%	1

DADTA	Consideration 1	LIOT DEICE	5:
PART NUMBER	Description	LIST PRICE	Disc
	Product Line Section Legend - PCS Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
4870-00014-007	Implementation Service, PLCM Conference Suite 25 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt,	\$6,450	3%
4870-00014-007	Database Development, Database Loading and Testing, LIST PRICE *	φ0,430	376
4070 00045 007	Implementation Service, PLCM Conference Suite 100 License, Includes Pre-Install	¢40.500	20/
4870-00015-007	Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$19,500	3%
	Implementation Service, PLCM Conference Suite 500 License,Includes Pre-Install		
4870-00016-007	Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$48,750	3%
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4870-00016-004	Installation, PLCM Conference Suite, On-site Installation - LIST PRICE*	\$3,995	3%
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	Descript A Very DI OM Operators Option Technical Operator Design		
4870-00013-112	Premier 1 Year, PLCM Conference Suite5, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to	\$1,650	3%
	be prorated accordingly) LIST PRICE		
4870-00013-312	Premier 3 Year, PLCM Conference Suite5, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$3,960	3%
	Premier 1 Year, PLCM Conference Suite25, Telephone Technical Support During		
4870-00014-112	Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$6,450	3%
4870-00014-312	Premier 3 Year, PLCM Conference Suite25, Telephone Technical Support During	\$15,480	3%
	Business Hours, software updates & upgrades, LIST PRICE Premier 1 Year, PLCM Conference Suite100, Telephone Technical Support During	715,155	
4870-00015-112	Business Hours, software updates & upgrades (prices for terms other than 1 Yr to	\$19,500	3%
	be prorated accordingly) LIST PRICE Premier 3 Year, PLCM Conference Suite100, Telephone Technical Support During		
4870-00015-312	Business Hours, software updates & upgrades, LIST PRICE	\$46,800	3%
4870-00016-112	Premier 1 Year, PLCM Conference Suite500, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to	\$48,750	3%
4070-00010-112	be prorated accordingly) LIST PRICE	Ψ+0,750	370
4870-00016-312	Premier 3 Year, PLCM Conference Suite500, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$117,000	3%
	busiless flouis, soliwate apuales & applianes, LIOT FINIOL		
4870-00013-160	Partner Premier, 1 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr	\$1,240	3%
	prorated to be accordingly)	φ1,240	376
4870-00013-360	Partner Premier, 3 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech	\$2,970	3%
	Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech		
4870-00014-160	Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr	\$4,840	3%
	prorated to be accordingly) Partner Premier, 3 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech		
4870-00014-360	Phone Support to Partner, Software updates & upgrades	\$11,610	3%
4870-00015-160	Partner Premier, 1 Yr, PLCM Conference Suite100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other	\$14,625	3%
2. 2 200.0 100	than 1Yr prorated to be accordingly)	Ţ, 	
4870-00015-360	Partner Premier, 3 Yr, PLCM Conference Suite100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$35,100	3%
	Partner Premier, 1 Yr, PLCM Conference Suite500, Qualified Service Partner,		
4870-00016-160	Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$36,565	3%
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PART NUMBER	Description	LIST PRICE	Disc
	Product Line Section Legend - Network Aware Scheduler Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
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	Implementation Service, PLCM Network Aware Scheduler 25 License, Includes Pre		
4870-00018-007	Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$4,835	3%
4870-00019-007	Implementation Service, PLCM Network Aware Scheduler 100 License,Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$14,625	3%
4870-00020-007	Implementation Service, PLCM Network Aware Scheduler 500 License,Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$36,560	3%
	1		
4870-00020-004	Installation, Network Aware Scheduler, On-site Installation- LIST PRICE*	\$2,500	3%
4870-00020-006	Installation & Training, Network Aware Scheduler, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$2,995	3%
4870-00017-112	Premier 1 Year, Network Aware Scheduler 5, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than	\$750	3%
4870-00017-312	1 Yr to be prorated accordingly) LIST PRICE Premier 3 Year, Network Aware Sceheduler 5, Telephone Technical Support	\$1,800	3%
	During Business Hours, software updates & upgrades, LIST PRICE Premier 1 Year, Network Aware Scheduler 25, Telephone Technical Support	Ψ1,000	J /0
4870-00018-112	During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,000	3%
4870-00018-312	Premier 3 Year, Network Aware Scheduler 25, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$7,200	3%
4870-00019-112	Premier 1 Year, Network Aware Scheduler100, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$9,000	3%
4870-00019-312	Premier 3 Year, Network Aware Scheduler100, Telephone Technical Support	\$21,600	3%
	During Business Hours, software updates & upgrades, LIST PRICE Premier 1 Year, Network Aware Scheduler500, Telephone Technical Support	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
4870-00020-112	During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$22,500	3%
4870-00020-312	Premier 3 Year, Network Aware Scheduler500, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$54,000	3%
4870-00017-160	Partner Premier, 1 Yr, Network Aware Sceheduler 5, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$565	3%
4870-00017-360	Partner Premier, 3 Yr, Network Aware Sceheduler 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Network Aware Scheduler 25, Qualified Service Partner,	\$1,350	3%
4870-00018-160	Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,250	3%
4870-00018-360	Partner Premier, 3 Yr, Network Aware Scheduler 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$5,400	3%
4870-00019-160	Partner Premier, 1 Yr, Network Aware Scheduler100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$6,750	3%
4870-00019-360	Partner Premier, 3 Yr, Network Aware Scheduler100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$16,200	3%
4870-00020-160	Partner Premier, 1 Yr, Network Aware Scheduler500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$16,875	3%
4870-00020-360	Partner Premier, 3 Yr, Network Aware Scheduler500, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$40,500	3%
PART NUMBER	<u>Description</u>	LIST PRICE	Disc

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		Implementation Service, PLCM Video Network Mgmt & Room Control 25 License,Includes Pre-Install Coordination, On-site Installation & Systems Admin		
	4870-00022-007	Training, Project Mgmt, Database Development, Database Loading and Testing,	\$4,835	3%
MOC		LIST PRICE *		
		Implementation Service, PLCM Video Network Mgmt & Room Control 100		
	4870-00023-007	License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing,	\$14,625	3%
ОМ		LIST PRICE *		
		Implementation Service, PLCM Video Network Mgmt & Room Control 500		
	4870-00024-007	License, Includes Pre-Install Coordination, On-site Installation & Systems Admin	\$36,560	3%
ОМ		Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *		
OM		20111102		
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ОМ	4870-00024-004	Installation, Video Network Mgmt & Room Control, On-site Installation - LIST	\$2,500	3%
OIVI		PRICE* Installation & Training, Video Network Mgmt & Room Control, On-site Installation		
ОМ	4870-00024-006	& on-site System Administrator Training, LIST PRICE*	\$2,995	3%
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ОМ				
	4870-00021-112	Premier 1 Year, Video Network Mgmt & Room Control 5, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms	\$1,125	3%
OM	.0.0 00021 112	other than 1 Yr to be prorated accordingly) LIST PRICE	ψ.,.20	
	1070 05771 711	Premier 3 Year, Video Network Mgmt & Room Control 5, Telephone Technical	00.777	22/
ОМ	4870-00021-312	Support During Business Hours, software updates & upgrades, LIST PRICE	\$2,700	3%
		Premier 1 Year, Video Network Mgmt & Room Control 25, Telephone Technical		
	4870-00022-112	Support During Business Hours, software updates & upgrades (prices for terms	\$4,500	3%
OM		other than 1 Yr to be prorated accordingly) LIST PRICE		
	4870-00022-312	Premier 3 Year, Video Network Mgmt & Room Control 25, Telephone Technical	\$10,800	3%
OM	10.0 00022 0.2	Support During Business Hours, software updates & upgrades, LIST PRICE	Ψ.0,000	576
		Premier 1 Year, Video Network Mgmt & Room Control100, Telephone Technical		
ОМ	4870-00023-112	Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$13,500	3%
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	4870-00023-312	Premier 3 Year, Video Network Mgmt & Room Control100, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$32,400	3%
OM				
	4870-00024-112	Premier 1 Year, Video Network Mgmt & Room Control500, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms	\$33,750	3%
ОМ	4070 00024 112	other than 1 Yr to be prorated accordingly) LIST PRICE	φοσ,τοσ	370
	1070 00001 010	Premier 3 Year, Video Network Mgmt & Room Control500, Telephone Technical	004.000	997
ОМ	4870-00024-312	Support During Business Hours, software updates & upgrades, LIST PRICE	\$81,000	3%
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OM _ OM _		Partner Premier 1 Yr Video Network Momt & Room Control 5 Qualified Service		
OM _ OM _	4870-00021-160	Partner Premier, 1 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms	\$845	3%
OM _ OM _ OM _ OM	4870-00021-160		\$845	3%
OM _ OM _ OM _ OM		Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms		
OM _ OM _ OM _ OM _	4870-00021-160 4870-00021-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$845 \$2,025	3%
OM _ OM _ OM _ OM _		Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service		3%
OM OM OM		Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms		
OM OM OM OM	4870-00021-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,025	3%
OM OM OM OM	4870-00021-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service	\$2,025 \$3,375	3%
OM OM OM OM	4870-00021-360 4870-00022-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$2,025	3%
OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service	\$2,025 \$3,375 \$8,100	3% 3% 3%
OM OM OM OM	4870-00021-360 4870-00022-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms	\$2,025 \$3,375	3%
OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,025 \$3,375 \$8,100	3% 3% 3%
OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service	\$2,025 \$3,375 \$8,100	3% 3% 3%
OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$2,025 \$3,375 \$8,100 \$10,125	3% 3% 3% 3%
OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300	3% 3% 3% 3%
OM OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$2,025 \$3,375 \$8,100 \$10,125	3% 3% 3% 3%
OM OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360 4870-00024-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300 \$25,315	3% 3% 3% 3% 3% 3%
OM OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300	3% 3% 3% 3%
OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360 4870-00024-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Stw updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300 \$25,315	3% 3% 3% 3% 3% 3%
OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360 4870-00024-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Stw updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300 \$25,315	3% 3% 3% 3% 3% 3%
OM OM OM OM OM OM OM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360 4870-00024-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Stw updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300 \$25,315	3% 3% 3% 3% 3% 3%
OM O	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360 4870-00024-160	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Stw updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300 \$25,315	3% 3% 3% 3% 3% 3%
COM	4870-00021-360 4870-00022-160 4870-00022-360 4870-00023-160 4870-00023-360 4870-00024-160 4870-00024-360	Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$2,025 \$3,375 \$8,100 \$10,125 \$24,300 \$25,315 \$60,750	3% 3% 3% 3% 3% 3% 3% 3%

POLYCOM POLYCOM POLYCOM		support for intelligent call routing, plus easy system deployment and bandwidth management, Polycom PathNavigator ensures reliability, security and elements and elements are considered to the control of the control o		List - Generated on 02-MAR-2004_08:3	56.2 · _, · · ·
POLYCOM					
POLYCOM					
POLYCOM	5151-20985-001	PathNavigator Redundant - Version 5.0 CD, 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%	
POLYCOM	5151-20985-002	PathNavigator Redundant - Version 5.0 CD, 100-Pack License (100 registrants and 30 concurrent calls)	\$2,499	22%	
POLYCOM	5151-20985-003	PathNavigator Redundant - Version 5.0 CD, 500-Pack License (500 registrants and 150 concurrent calls)	\$6,249	22%	
	5151-20985-004	PathNavigator Redundant - Version 5.0 CD, 3,000-Pack License (3,000	\$12,499	22%	
POLYCOM	5151-21055-001	registrants and 600 concurrent calls) PathNavigator - Version 5.0 CD, 25-Pack License (25 registrants and 12	\$4,999	22%	
POLYCOM		concurrent calls)* PathNavigator - Version 5.0 CD, 100-Pack License (100 registrants and 30			
POLYCOM	5151-21055-002	concurrent calls) PathNavigator - Version 5.0 CD, 500-Pack License (500 registrants and 150	\$9,999	22%	
POLYCOM	5151-21055-003	concurrent calls)	\$24,999	22%	
POLYCOM	5151-21055-004	PathNavigator - Version 5.0 CD, 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$49,999	22%	
POLYCOM	5151-21060-300	PathNavigator - 25-Pack License (25 registrants and 12 concurrent calls)*	\$4,999	22%	
POLYCOM	5151-21060-500	PathNavigator - 100-Pack License (100 registrants and 30 concurrent calls)	\$9,999	22%	
POLYCOM	5151-21060-700	PathNavigator - 500-Pack License (500 registrants and 150 concurrent calls)	\$24,999	22%	
POLYCOM	5151-21060-900	PathNavigator - 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$49,999	22%	
POLYCOM	5151-21065-300	PathNavigator Redundant - 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%	
POLYCOM	5151-21065-500	PathNavigator Redundant - 100-Pack License (100 registrants and 30 concurrent calls)*	\$2,499	22%	
	5151-21065-700	PathNavigator Redundant - 500-Pack License (500 registrants and 150 concurrent	\$6,249	22%	
POLYCOM	5151-21065-900	calls) PathNavigator Redundant - 3,000-Pack License (3,000 registrants and 600	\$12,499	22%	
POLYCOM POLYCOM	3131-21003-300	concurrent calls)	ψ12,439	22/6	
POLYCOM		*The 25 pack, as a single installment, supports 8 concurrent sessions, but when us sessions at no additional cost.	ed with an MGC, it will	support up to12 concurrent	
POLYCOM					
POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
POLYCOM					
		Product Line Section Legend - PathNavigator Maintenance Service		-	
POLYCOM		Product Line Section Legend - PathNavigator Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in a	some countries		
		Product Line Section Legend - PathNavigator Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries		
POLYCOM POLYCOM POLYCOM			some countries		
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POLYCOM POLYCOM POLYCOM POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries		
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00002-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00002-007 4870-00003-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM		*Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote		
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00003-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and	Custom Quote \$10,000	3%	
POLYCOM	4870-00003-007 4870-00004-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database	Custom Quote \$10,000 \$20,000 Custom	3%	
POLYCOM	4870-00003-007 4870-00004-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database	Custom Quote \$10,000 \$20,000 Custom	3%	
POLYCOM	4870-00003-007 4870-00004-007	Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote \$10,000 \$20,000 Custom Quote	3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. ** Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE*	Custom Quote \$10,000 \$20,000 Custom Quote	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Tab for service availability and price uplifts applicable in service. PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Tab for service availability and price uplifts applicable in service. PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE*	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. ** Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004 4870-00002-006	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Tab for service availability and price uplifts applicable in service. PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 3 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995 \$5,995	3% 3% 3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004 4870-00002-006	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. ** Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE ** Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 3 Year, PathNavigator 25 License, telephone tech support during	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995 \$5,995	3% 3% 3% 3% 3%	
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VCOM	4870-00025-004	Installation, Global Mgmt System, Any License Pack SizeOn-site Installation LIST	\$1,995	3%
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YCOM	4870-00025-006	Installation and on-site Systems Administrator Training, LIST PRICE*	\$2,995	3%
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	4870-00025-112	business hours, software updates & upgrades (prices for terms other than 1 Yr to	\$180	3%
LYCOM	4070-00023-112	be prorated accordingly) LIST PRICE	φ100	378
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YCOM	4870-00025-312	business hours, software updates & upgrades LIST PRICE	\$430	3%
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LYCOM		be prorated accordingly) LIST PRICE		
	4870-00026-312	Premier, 3 Year, Global Mgmt System 25 License, telephone tech support during	\$1,800	3%
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		Premier, 1 Year, Global Mgmt System 100 License, telephone tech support during		
	4870-00027-112	business hours, software updates & upgrades (prices for terms other than 1 Yr to	\$1,500	3%
LYCOM		be prorated accordingly) LIST PRICE		
	4870-00027-312	Premier, 3 Year, Global Mgmt System 100 License, telephone tech support during	\$3,600	3%
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LYCOM LYCOM LYCOM LYCOM LYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$18,000	3%
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LYCOM	4870-00029-312 4870-00025-160	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms	\$18,000 \$135	3%
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LYCOM	4870-00025-160 4870-00025-360	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325	3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support	\$135 \$325 \$560	3% 3% 3%
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LYCOM	4870-00025-160 4870-00025-360 4870-00026-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades	\$135 \$325 \$560	3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350	3% 3% 3% 3%
YCOM YCOM YCOM YCOM YCOM YCOM YCOM YCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech	\$135 \$325 \$560 \$1,350	3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades	\$135 \$325 \$560 \$1,350 \$1,125	3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160 4870-00027-360	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700	3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms of the partner during business hours, software updates & upgrades (prices for support to partner during business hours, software updates & upgrades (prices for support to partner during business hours, software updates & upgrades (prices for support to partner during business hours, software updates & upgrades (prices for support to partner during business hours, software updates & upgrades (prices for support to partner during business hours, software updates & upgrades (prices for support to partner during business hours, software updates & upgrades (prices for support to partner during business hours, software updates & upgrades (prices for support to partner during business hours, software upda	\$135 \$325 \$560 \$1,350 \$1,125	3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00027-160 4870-00027-360 4870-00028-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700 \$2,815	3% 3% 3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160 4870-00027-360	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700	3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00027-160 4870-00027-360 4870-00028-160	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700 \$2,815	3% 3% 3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160 4870-00027-360 4870-00028-160 4870-00028-360	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700 \$2,815 \$6,750	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00027-160 4870-00027-360 4870-00028-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700 \$2,815	3% 3% 3% 3% 3% 3% 3% 3%
LYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160 4870-00027-360 4870-00028-160 4870-00028-360	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700 \$2,815 \$6,750	3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3%

YCOM					
YCOM					
YCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	_
YCOM					
YCOM	4865-07520-001	GLOBAL Reach Handling Fee, Audio Products, up to 5 units. EX-WORKS for any location world wide. For full explaination of ex-works, please refer to the program handbook	\$50	3%	
/COM	4865-07520-002	GLOBAL Reach Handling Fee, Audio Products, 6-10 units. EX-WORKS for any location world wide. For full explaination of ex-works, please refer to the program handbook	\$100	3%	
YCOM	4865-07520-003	GLOBAL Reach Handling Fee, Audio Products, 11+ units. EX-WORKS for any location world wide. For full explaination of ex-works, please refer to the program handbook	\$150	3%	
/COM	4865-07650-001	GR S&H, Aud, up to 5 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$150	3%	
COM	4865-07650-002	GR S&H, Aud, 6-10 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$230	3%	
COM	4865-07650-003	GR S&H, Aud, 11-15 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary, Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia, Switzerland, Ukraine	\$310	3%	
COIVI		Owizeriand, Oktaine			
сом					
COM	PART NUMBER	Description	LIST PRICE	Disc	_
СОМ		· · · · · · · · · · · · · · · · · · ·			
СОМ	4865-07522-001	Ex-works (collection) from regional warehouse	\$200	3%	
СОМ	4865-07523-001	GLOBAL Reach Handling fee. Including DDP Delivery	\$885	3%	
СОМ	4865-07525-001	GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA.	\$300	3%	
COM	4865-07527-001	GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA, for Video system including up to 2 x CARTS & monitors. See GR tab for list of participating Countries	\$1,200	3%	

COM				
COM				
COM/	PART NUMBER	Description	LIST PRICE	Disc
COM	4864-04286-002	TRG, ViewStation Technical Training,includesFXandVS4000 3Days on-site. Max 8	\$14,000	3%
COM	4864-05083-002	students. TRG, Qualified Conferencing Specialist Training 5Days on-site.Max.8 students.	\$17,500	3%
COM/		Requires prior participation in a videoconference call. Implementing IP Networks for H.323 Videoconferencing(3days) on-site.Max. 8		
COM/	4864-05086-002	students. Req:VideoOver IP/Experience with LAN/WAN, H.323 videoconferencing systems, and ISDN videoconferencing standards.	\$14,000	3%
COM	4864-07002-002	TRG, Polycom Conference Suite, 2Days held on-site. Max. 8 Students TRG, VoicePlus Technical Training 2Days held on-site.Max. 8 Students.	\$10,750	3%
COM	4864-07004-002	Prerequisite: Prior attendance in MGC Technical Maint. Or MGC Operation & Engineering Course	\$10,750	3%
	4864-07006-002	MGCGateway/Gatekeeper (1Day)Delivered on-site at customer location, priced for up to 8 persons max. Req: Prior attendance of the 5-Day MGCTechMaint.course,	\$5,500	3%
COM		Familiarity with Telephony Knowledge of Windows. WebCommander Technical Training(2Days)Delivered On-Site at customer	**,***	
	4864-07008-002	location, priced for up to 8 persons max. Req: Prior attendance in MGC System Admin or MGCTechMaint. Familiarity with electronic equip. Knowledge of	\$10,750	3%
COM/		Windows. VSX7000TechTrg(2Days)Delivered on-site at customer location, priced for up to 8		
COM	4864-27007-002	vsX/vou1 ecn1rg(zbays) belivered on-site at customer location, priced for up to 8 persons max. Travel expenses of instructor included. Req:Knowledge of ISDN/IPNetworks. MS Windows.	\$10,750	3%
JUIVI		Venue 2000 Technical Maint (2 days) delivered on-site, priced for up to 8 students		
/COM	CS-2000-TS01-OS	plus travel and expenses. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic	\$10,750	3%
COIVI		equip. Concorde 4500 Technical Maint (2 days) delivered on-site, priced for up to 8		
	CS-4500-TS01-OS	students plus travel and expenses. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended.	\$10,750	3%
COM		Familiarity with electronic equip. MGC50/100 Tech Maint (5 days) delv'd on-site, priced for up to 8 students plus		
	CS-ACCORD-TS01-OS	travel/expense. Req: prior participation in multipoint videoconf call. Windows OS, Videoconf & Networks, and Video over IP courses recommended. Familiar with	\$17,500	3%
СОМ		elctrnc equip.		
	CS-CVE-OS01-OS	TRG, CVE Core Curriculum 5Days,on-site.Max10 students. Prerequisites: 1/+ yrs. Exp. w/audio & video technologies in a conferencing environment. Solid	\$17,500	3%
СОМ		experience with LAN & WAN, including ISDN and videoconferencing standards.		
	CS-INTRO-TS01-OS	Videoconferencing (H.320) & Networks(2 days) Dlv'd on-site, priced for up to 8 students plus trvl/exps. Entry level videoconf/networking course provides overview	\$10,750	3%
СОМ		of telecomms industry, public switched telephone network, interfaces and videoconf stds.		
2011	CS-PNAV-TS01-OS	PathNavigator Technical Training (4 days) requires prior participation in multipoint training, familiarity with PCs and electronic equipment, and knowledge of circuit	\$16,000	3%
СОМ		switched and packet-based networks iPower Tech Maint (3 days) delivered on-site, priced for up to 8 students plus		
	CS-PT900-TS01-OS	travel/expenses. Req: prior participation in a videoconf call. Windows OS, Videoconf & Networks, and Video over IP courses recommended. Familiarity with	\$14,000	3%
СОМ		electronic equip. Video Over IP and the Internet (2 days) delivered on-site, priced for up to 8		
	CS-VOIP-TS01-OS	students plus travel/expenses. Requires LANs, TCP/IP and Internet or an equivalent course covering the IP protocol suite in detail. Real world experience	\$10,750	3%
COM		with Internet apps.		
COM COM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
СОМ				
0014	4864-04285-003	ViewStation System Administrator training(4Hrs) Over Point-to-Point Videoconference. Max class size 5 students. Prior participation in a	\$1,500	3%
COM	4864-04285-010	videoconference call requested. ViewStation End-User training (2 hours) Over Point-to-Point Videoconference. Max	\$750	3%
COM	4864-06475-001	class size 5 students. ViaVideo Advanced training (2 hours) Over Point-to-Point Videoconference. Max	\$750	3%
СОМ	4864-06476-001	class size 5 students. ViaVideo Basics training (2 hours) Over Point-to-Point Videoconference. Max class	\$750	3%
COM COM	4864-07053-001	size 5 students. Additional person in videoconference-based training	\$150	3%
COM	CS-2000-AD01-OV	Venue 2000 System Admin. Training Over Video (4 Hours) for up to 5 persons max. Cost per session. Over Point-to-Point Conference.	\$1,500	3%
COM	CS-2000-EU01-OV	Venue, Enduser Trng, Over Video (2 Hours) for up to five persons max. Live Point-	\$750	3%
	CS-4500-AD01-OV	to-Point videoconference. Conc 4500, System Admin Trng, Training Over Video. (4 Hours) for up to 5	\$1,500	3%
COM	CS-4500-EU01-OV	persons max. Cost per session. Over Point-to-Point Videoconference. Conc 4500,End User Trng, Over Video (2 Hours) for up to five persons max. Cost	\$750	3%
/COM	CS-PT900-AD01-OV	is per session. Point-to-Point Videoconference. TRG, iPower Series System Administrator Training 4Hrs Over live	\$1,500	3%
YCOM		Videoconference.Priced per session.Max 5 students TRG, iPower Series End User Training 2Hrs Over live videoconference.Priced per		
YCOM	CS-PT900-EU01-OV	session. Max. 5 students	\$750	3%

F	ART NUMBER	<u>Description</u>	LIST PRICE	Disc
	ANT HOMBEN		<u></u>	<u> 2130</u>
4	864-04285-006	ViewStation Advanced training streamed via the web.	\$195	3%
4	864-04285-007	ViewStation Basic training streamed via the web.	\$195	3%
4	864-04285-008	Using ViewStation with NetMeeting training streamed via the web.	\$195	3%
4	864-05084-001	Videoconference 101 training streamed via the web.	\$195	3%
4	864-06969-001	ViaVideo Basic Training	\$195	3%
4	864-08820-004	Polycom Learning Center OnLine Video Library	\$395	3%
E	ART NUMBER	Description	LIST PRICE	Disc
		View Chatian Tanka in all Training in all Idea EV and VC 4000 (2dex sa). Drive new Children at		
2	864-04285-001	ViewStationTechnicalTraining,includesFXandVS4000(3days) Price per Student at PLC	\$2,000	3%
4	864-05085-001	Implementing IP Networks for H.323 Videoconferencing(3days) Priced per student at PLC. Req:VideoOver IP/Experience with LAN/WAN, H.323 videoconferencing systems, and ISDN videoconferencing standards.	\$2,000	3%
4	864-06970-001	Global Management System training priced per student at PLC (1/2 day). Requires prior participation in a videoconference call and knowledge of videoconferencing systems.	\$700	3%
4	864-07001-001	TRG, Polycom Conference Suite 2Days held at Polycom. Priced per student.	\$1,400	3%
4	864-07003-001	TRG, VoicePlus Technical Training, 2 Days held at Polycom. Priced per student. Prerequisite: Prior attendance in MGC Technical Maint. or MGC Operation & Engineering course.	\$1,400	3%
4	864-07005-001	MGCGateway/Gatekeeper (1Day)Held at Polycom, priced per person. Req: Prior attendance of the 5-Day MGCTechMaint.course, Familiarity with Telephony-Knowledge of Windows.	\$700	3%
4	864-07007-001	WebCommander Technical Training(2Days)Held at Polycom, priced per person. Req: Prior attendance in MGC System Admin or MGCTechMaint. Familiarity with electronic equip. Knowledge of Windows.	\$1,400	3%
4	864-07054-001	ViaVideoTechnicalTraining(1/2day) Price per student at PLC.	\$495	3%
	864-27007-001	VSX7000TechTrg(2Days)Held at Polycom, priced per person.Req:Knowledge of	\$1,400	3%
	004-27007-001	ISDN/IPNetworks, MS Windows.	\$1,400	376
C	S-2000-TS01-IN	Venue 2000 Technical Maintenance (2 days) Priced per student at PLC. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic equipment.	\$1,400	3%
C	S-4500-TS01-IN	Concorde 4500 Technical Maintenance (2 days) Priced per student at PLC. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic equipment.	\$1,400	3%
CS-/	ACCORD-AD01-IN	MGCSystem Admin.(3 Days)Held at Polycom,priced per person. Req. prior participation in a multipoint videoconference call. Familiar w/ PCs and electronic equipment. Windows OS, Videoconferencing, Networks, and Video over IP courses recommended.	\$2,000	3%
CS-/	ACCORD-TS01-IN	MGC50/100 Technical Maint (5 days) Priced per student at PLC. Req: prior participation in a multipoint videoconference call. Windows OS, Videoconf & Networks, and Video over IP courses recommended. Familiarity with electronic equip.	\$3,250	3%
(CS-CVE-CC-IN	CVE Core Curriculum (5 days) Priced per student at PLC. Req: one of more years experience with audio and video technologies in a conferencing environment. Solid experience with local and wide area networks, including ISDN and	\$2,250	3%
CS	S-IMUX-TS01-IN	videoconferencing standards. Inverse Multiplexing Hands-On (1 Day)	\$700	3%
	-INTRO-TS01-IN	Intro To Videoconferencing (H.320)/Networks (2 Days). Priced per student at PLC.		
- 68	-III I I I I I I I I I I I I I I I I I	Intro. To telecom industry, H.320 (ISDN) standards. Beginners course. PathNavigator Technical Training (4 days) requires prior participation in multipoint	\$1,400	3%
CS	S-PNAV-TS01-IN	training, familiarity with PCs and electronic equipment, and knowledge of circuit switched and packet-based networks	\$2,600	3%
CS	S-PT900-TS01-IN	iPower Technical Maint (3 Days) Priced per student at PLC. Requires prior participation in a videoconference call. Windows Operating System, Videoconferencing and Networks, and Video over IP courses recommended. Familiarity with electronic equip	\$2,000	3%
	S-VOIP-TS01-IN	Video Over IP and the Internet (2 days) Priced per student at PLC. Requires LANSs, TCP/IP and the Internet or an equivalent course covering the IP protocol	\$1,400	3%

POLYCOM					
POLYCOM					
POLYCOM	4864-05082-001	Qualified Conferencing Specialist training (5 days) Priced per student at PLC. Requires prior participation in a videoconference call.	\$3,250	3%	
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POLYCOM					
POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
POLYCOM					
POLYCOM	2151-10980-001	Classroom in a Box	\$300	3%	
POLYCOM					,

PAR ³	T NUMBER	Description	LIST PRICE	Disc
CP-	3036-DVD	VCR/DVD combo, NA only	\$250	9%
		Product Line Legend - Ceiling Camera Pre-terminated cables are required when camera installation is performed by Polyce	om.	
1863	-51051-002	Service Reseller PictureCare,1YR,Ceiling Camera PREMIER PLUS,1YR,Ceiling Camera, Next Business Day Parts&Labor,	\$1,010	3%
₽870	-51051-114	Telephone Tech Support during Business Hrs, Software Updates & upgrades	\$1,120	3%
P-15	26-CBL-100	(prices for terms other than 1 year to be prorated accordingly) LIST PRICE 100' Plenum Rated Camera Cable, pre-terminated	\$700	3%
CP-1	526-CBL-50	50' Plenum Rated Camera Cable, pre-terminated	\$350	3%
:P-1	526-CBL-75	75' Plenum Rated Camera Cable, pre-terminated Ceiling Camera - 900 Series (NTSC). Includes 2' x 2' ceiling mounting tile. Does	\$525	3%
CP-2	2091N-PT9	not include cable. 900 Series System. Customer responsible for pre-wiring wall to ceiling tile.	\$8,000	9%
4863	-51052-002	Service Reseller PictureCare,1YR,JCS CART	\$3,020	3%
	-51052-004	INSTALLATION, JCS Cart. Travel & Expenses not included.	\$2,750	3%
4870	-51052-114	PREMIER PLUS,1YR,JCS Cart, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms	\$3,360	3%
CP-2	099-PL128	other than 1 year to be prorated accordingly) LIST PRICE Judicial Collaboration System w/ViewStation SP 128, 27" Display.	\$18,795	24.50%
	99-PL128-H	Judicial Collaboration System (JCS) with ViewStation 128, 27" Monitor and Audio	\$21,795	24.50%
	2099-PLFX	Privacy Handset Polycom Judicial Collaboration System, VS-FX, QBRI, NTSC, 27" monitor	\$27,990	24.50%
J. 2	1000 T LT X	i dyboni badiba boliaboraton bybton, vo i A, QDA, ivi bo, 27 montoi	Ψ27,550	24.5070
4000	E40E4.000	Consider Popullar Picture Core AVD AMD PENJORO	£2.260	00/
	-51054-002 -51053-004	Service Reseller PictureCare,1YR,AMD DEVICES INSTALLATION, MedLink Cart. Travel & Expenses not included.	\$2,360 \$2,750	3% 3%
		PREMIER PLUS,1YR,MEDLINK Cart, Next Business Day Parts&Labor,		
870	-51053-114	Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,740	3%
1870	-51054-114	PREMIER PLUS,1YR,AMD Devices, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms	\$2,625	3%
-010	-51U5 4- 114	other than 1 year to be prorated accordingly) LIST PRICE	Ψ2,020	370
CP-	-1433-900	Basic Telemedicine Peripheral for iPower. Includes: AMD-300 Camera, AMD-4500 Coupler, AMD-2020 Opthalmascope, AMD-2015 ENT Scope, AMD-2030	\$14,500	3%
	4 400 INOT	Dermascope. No substitutions. AMD-3400S not supported. Telemedicine Peripheral Package Installation (Installed at time of MedLink	Ø4.400	201
CP-	1433-INST	installation)	\$1,400	3%
	P-0573	50' RCA/RCA Cable	\$125	3%
	P-0573	PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing	\$125	3%
		system. PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing		
	P-0692	system.	\$260	3%
	P-0738	33' (10m) Speakerphone Cable PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to	\$220	3%
С	P-0848	another PowerMic for larger room coverage.	\$180	3%
С	P-1041	PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$240	3%
	P-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing system.	\$325	3%
	P-1503	50' (15M) Speakerphone Cable	\$300	3%
C	D 4045	Wireless Lavaliere Microphone - Requires CP-2027 for use on 900 systems	\$795	3%
C	P-1615		w.7t)E	3%
C C CP	-1615-HH	Wireless Hand Held Microphone - Requires CP-2027 for use on 900 systems PowerMic Audio Interface. Allows external audio devices to be connected to	\$795	
CP CP		Wireless Hand Held Microphone - Requires CP-2027 for use on 900 systems PowerMic Audio Interface. Allows external audio devices to be connected to iPower codecs through the PowerMic input. Wireless Hand Held Microphone bundle for 900 System - Includes CP-2027	\$600 \$1,395	9%

DLYCOM				
DLYCOM		•		
		Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power		
OLYCOM	7230-21703-001	supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$300	9%
JLYCOW		Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power		
	7230-21704-001	supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$500	9%
OLYCOM		Can be used with PowerCam as main or aux camera.	7555	
		Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power		
OLVOOM	7230-21705-001	supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$780	9%
OLYCOM		Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power		
	7230-21706-001	supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$960	9%
OLYCOM	1200 211 00 001	Can be used with PowerCam as main or aux camera.	4000	0,0
DLYCOM	7230-50880-001	Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series.	\$325	9%
DLYCOM	7230-50881-001	Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series	\$425	9%
		Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes		
	7230-50882-001	power supply and PWR-CBL-A. Some countries may require appropriate power	\$550	9%
DLYCOM		cable.		
DLYCOM	CP-0573	50' RCA/RCA Cable	\$125	3%
DLYCOM	CP-0765	100' RCA/RCA Cable	\$155	3%
DLYCOM	CP-0884	100' RPC Cable (ZX)	\$400	3%
		Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with		
	CP-0885	PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require	\$700	3%
DLYCOM		appropriate power cable.		
		Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with		
	CP-0886	PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and	\$550	3%
	O1 -0000	Venue. Includes power supply and PWR-CBL-A. Some countries may require	Ψ550	370
DLYCOM		appropriate power cable.		
		Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and		
	CP-1268	Venue. Includes power supply and PWR-CBL-A. Some countries may require	\$850	3%
OLYCOM		appropriate power cable.		
DLYCOM	CP-1319	50 Foot S-Video Cable	\$99	9%
		Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with		
011/0014	CP-1450	PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and	\$175	3%
DLYCOM		Venue. Power supply may be required on some systems.		
DLYCOM	CP-1492	50' LimeLight/PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$525	3%
DLYCOM	CP-1591	100 Foot S-Video Cable	\$180	9%
DLYCOM	CP-1623	100' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$850	3%
21.7/0614	CP-1816	150' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$950	3%
DLYCOM		· · · · · · · · · · · · · · · · · · ·		
DLYCOM _				Т
DLYCOM _				
DLYCOM	CP-1540	Custom Wall Blots /9 pin comerc. 7 pin Mis)	¢0E	30/
LYCOM		Custom Wall Plate (8-pin camera, 7-pin Mic)	\$95	3%
LYCOM	CP-1540-KIT	Custom Wall Plate / Termination Kit	\$500	3%
LYCOM _				
LYCOM _				
DLYCOM	OD 2525	October Well Decelet (Decelet (Decelet 400 or D) (T. 170)	£400	00/
DLYCOM	CP-0525	Camera Wall Bracket (PowerCam 100 or PictureTel 70)	\$190	3%
DLYCOM	CP-2383	Adjustable Camera/Speaker Wall Bracket	\$120	9%

DOLVOOM					
POLYCOM					
POLYCOM	OD 0055 5::5	Removable Hard Drive including Bay and cartridge for iPower 9000. Install not	04.505	2027	
POLYCOM	CP-2855-RHD	included.	\$1,500	30%	
POLYCOM					
POLYCOM POLYCOM					
I-OLI COIVI		iPower 9800 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge			
DOLVCOM	CP-2855-98N-IP	provided. No displays or carts. DOES include English language components - no	\$19,499	32%	
POLYCOM		LK is necessary. iPower 9800 NTSC NA QBRI, with Removable Hard Drive, additional drive in			
	CP-2855-98N-Q	cartridge provided. No displays or carts. DOES include English language	\$21,499	32%	
POLYCOM		components - no LK is necessary. iPower 9800 NTSC NA RS449, with Removable Hard Drive, additional drive in			
	CP-2855-98N-R	cartridge provided. No displays or carts. DOES include English language	\$21,499	32%	
POLYCOM		components - no LK is necessary.			
	CP-2855-98N-V	iPower 9800 NTSC NA V35, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language	\$21,499	32%	
POLYCOM	0. 2000 00	components - no LK is necessary.	Ψ21,100	32%	
POLYCOM					
POLYCOM					
POLYCOM		iPower 9000 Codec NA IP, with Removable Hard Drive, additional drive in			
DOLLIGO ST	CP-2855-9K-IP	cartridge provided. DOES include English language components - no LK is	\$15,499	32%	
POLYCOM		necessary iPower 9000 Codec NA QBRI, with Removable Hard Drive, additional drive in			
	CP-2855-9K-Q	cartridge provided. DOES include English language components - no LK is	\$17,499	32%	
POLYCOM		necessary.			
	CP-2855-9K-R	iPower 9000 Codec NA RS449, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is	\$17,499	32%	
POLYCOM	51 -2005-3N-IV	necessary.	ψ.1,τ33	5270	
	CD 2055 2K V	iPower 9000 Codec NA V35, with Removable Hard Drive, additional drive in	¢17.400	220/	
POLYCOM	CP-2855-9K-V	cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%	
POLYCOM					
POLYCOM	<u> </u>				
POLYCOM		Dower 0400 NTSC NA ID with Removable Hard Drive additional drive in contrider			
	CP-2855-94N-IP	iPower 9400 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no	\$16,999	32%	
POLYCOM		LK is necessary.	,		
	CP-2855-94N-Q	Power 9400 NTSC NA QBRI, with Removable Hard Drive, additional drive in	\$18,999	32%	
POLYCOM	OF-2000-84IN-Q	cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	φ10,333	3276	
	00.0055.041.5	iPower 9400 NTSC NA RS449, with Removable Hard Drive, additional drive in	# 40.000	2021	
POLYCOM	CP-2855-94N-R	cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%	
		iPower 9400 NTSC NA V35, with Removable Hard Drive, additional drive in			
POLYCOM	CP-2855-94N-V	cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%	
I OLI OOM		Removable Hard Drive bay,additional drive and cartridge. Includes on-site			
DOLVOCH	CP-2855-FI	installation in customer provided iPower 9000, 9400 or 9800 System by Polycom	\$2,400	30%	
POLYCOM		Product Specialist.			
POLYCOM	CP-2855-HD	Additional cartridge with hard drive for iPower 9000 removable hard drive system	\$500	32%	
POLYCOM					
POLYCOM					
POLYCOM					
POLICON		Polycom Interactive Voice & Touch Control software for iPower systems 5.3 or			
DOLVOOM	2200-21450-001	higher. Allows users to control iPower system with voice commands and control	\$1,999	9%	
POLYCOM POLYCOM		camera with pointing device. English language support only.			
I OLI COIVI				ı	
POLYCOM					
POLYCOM					
	2230-21325-001	Small VS4000 ClassStation Package: VS4000 (IP), VCFX, PTZ camera, (2) digital mic¿s, (2) 32" S-Video displays, (2) 42" display stands, (2) spkrs, VCR/DVD	\$29,955	24.50%	
POLYCOM		& doc camera.	Ψ20,300	27.30 /6	
		Large VS4000 ClassStation Package: VS4000 (IP), VCFX, (2) PTZ cameras, (15)			
	2230-21330-001	Student mics for camera cntrl, color touch panel cntrl, (2) 32" S-Video & (1) 32; XGA displays, (3) 42" display stands, podium, (3) spkrs, VCR/DVD, electronic	\$65,995	24.50%	
POLYCOM		wboard & doc cam.			
		Small iPower 9800 ClassStation Package: iPower 9000 (IP), ImageShare II,			
	2230-21335-001	PowerCam Plus camera, wireless tablet, (2) PowerMic¿s, (1) 32" S-Vid and (1) 32" XGA display, (2) 42" carts, (2) spkrs, VCR/DVD, doc cam and Interactive Voice	\$29,995	39%	
POLYCOM		Control Software.			
		Large iPower 9800 ClassStation: iPwr 9000 (IP), IS-II, PowerCam+ &aux cam, wireless tablet,(15) student mics for camera cntrl, (2) 32" S-Vid & (1) 32" XGA			
	2230-21340-001	displays, (3) 42" carts, podium, (3) spkrs, VCR/DVD, doc cam and Interactive	\$65,995	39%	
POLYCOM		Voice Control Software			
POLYCOM	4870-51045-004	INSTALLATION, Small ClassStation. Travel & Expenses not included.	\$3,300	3%	
	4870-51045-114	PREMIER PLUS,1YR,Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades	\$2,795	3%	
POLYCOM		(prices for terms other than 1 year to be prorated accordingly) LIST PRICE	, .,		
	4870-5104F 214	PREMIER PLUS,3YR,Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades	\$6.700	3%	
POLYCOM	4870-51045-314	(prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$6,700	376	
POLYCOM	4870-51047-004	INSTALLATION, Medium ClassStation. Travel & Expenses not included.	\$4,400	3%	

POLYCOM	4870-51047-114	PREMIER PLUS,1YR,Medium ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,510	3%
POLYCOM	4870-51047-314	PREMIER PLUS,3YR,Medium ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$8,426	3%
POLYCOM	4870-51049-004	INSTALLATION, Large ClassStation. Travel & Expenses not included.	\$5,500	3%
POLYCOM	4870-51049-114	PREMIER PLUS,1YR,Large ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$5,700	3%
POLYCOM	4870-51049-314	PREMIER PLUS,3YR,Large ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$13,670	3%
POLYCOM POLYCOM POLYCOM		Product Line Section Footer - Vertical Solutions - Distance Learning Solutions 45 Day Leadtime		

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LYCOM					
JLY COIVI					
OLYCOM					
OLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
OLYCOM					
POLYCOM	6867-07747-001	ISDN to IP Transition 2-day Workshop: In-depth Discussion of Business Case Development, Video, Voice, Data and Web conferencing Architecture Review, IP Infrastructure Verification, Development & Execution of Transition Plan, Workshop Report	\$14,995	3%	
OLT COIVI		- Interport			
OLYCOM					
OLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
OLYCOM					
OLYCOM	6867-07775-001	Video Conference Service Quality Assessment, up to 30 systems, planning, data collection, analysis & summary of video conference service quality in comparison with peer companies and recommendations	\$25,995	3%	
OLYCON					
OLYCOM					
OLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
OLYCOM					
OLYCOM	6867-07749-001	Performance Benchmarking & Best Practices Assessment, up to 100 video systems, assessment of service quality, operational efficiency and business benefits, report to include benchmark comparison, gap analysis and recommended action plan	\$74,995	3%	
POLYCOM		recommended action plan			

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PART NUMBER	<u>Description</u>	LIST PRICE	Disc
	Product Family Section Legend - Client Products Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
	The telephone is a series of the defined and the process of the pr	oemo ocamino	
	Posts - Possis Plan 4V-550 Next Posis - Post Ole har Tal Task Owner		
MPC-12-550-P	PartnerPremierPlus,1Yr,550,Next Business Day Parts&Labor,Tel Tech Support during Business Hrs to Partner,SWups&upgrades(prices for other than 1 yr to be	\$280	3%
Wii C 12 000 1	prorated accordingly)Announced End of Life Sales 1-31-02, End of Life Service 1-31-07*	Ψ200	370
	PremierPlus,1Yr,550,Next Business Day Parts&Labor,Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1yr to be		
PC-12-550-P	prorated accordingly)Announced End of Life Sales 1-31-02, End of Life Service 1-	\$375	3%
	31-07 LIST PRICE* Premier,1Yr,550,Parts shipped premium on day of call, Telephone Tech Support		
SC-12-550-P	during Business Hrs, Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Life Sales 1-31-02,End of Life Service 1-	\$225	3%
	31-07, LIST PRICE		
SPPOW-12-550-P	Partner Premier OutWar,1Yr,550, Parts shipped premium on day of call,Tel Tech Support during Business Hrs to Partner,SWups&upgrades(prices other than 1yr to	\$75	3%
01 1 0W-12-000-1	be prorated accordingly)End of Life Sales 1-31-02, End of Life Service 1-31-07	Ψ/3	370
	Partner Premier Plus,1Yr,4000ZX,Next Business Day Parts&Labor, Telephone		
MPC-12-S4-P	Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for	\$2,800	3%
0 .2 0	other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 *	Ψ2,000	0,0
	PartnerPremierPlus 2 Day,1Yr,4000ZX,2ndBusiness Day Parts&Labor,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for		
MPCB-12-S4-P	other than 1yr to be prorated accordingly)Announced End of Life Sales 1-15-02,	\$2,245	3%
	EOL-Svc1-15-07 * Premier Plus,1Yr,4000ZX,Next Business Day Parts&Labor, Telephone Tech		
PC-12-S4-P	Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, EOL-Svc1-15-07	\$3,737	3%
	LIST PRICE *		
PCB-12-S4-P	PremierPlus 2 Day,1Yr,4000ZX,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1	\$2,990	3%
1 05-12-04-1	yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15- 07 LIST PRICE *	Ψ2,330	370
	Premier,1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech		
SC-12-S4-P	Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07	\$1,869	3%
	LIST PRICE PartnerPremierOutWar,1Yr,4000ZX,Parts shipped premium on day of call,		
SPPOW-12-S4-P	Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life	\$1,200	3%
	Sales 1-15-02, EOL-Svc1-15-07		
	<u> </u>		
	PartnerPremierPlus,1Yr,Intel Proshare,Next Business Day Parts&Labor,Telephone		
MPC-12-DT2-P	Tech Support during Business Hrs to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service	\$280	3%
	8-1-05 * Premier Plus,1Yr,Intel Proshare,Next Business Day Parts&Labor, Telephone Tech		
PC-12-DT2-P	Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to	\$375	3%
	be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST PRICE*		
	Premier,1Yr,Intel Proshare,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1yr to		
SC-12-DT2-P	be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST	\$225	3%
	PRICE PartnerPremierOutWar,1Yr,Intel Proshare,Parts shipped premium on day of		
SPPOW-12-DT2-P	call,Tel Tech Support during Business Hrs to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales8-1-00, End of Life	\$75	3%
	Service8-1-05		

		Polycon	i North Americai	n Price List - Generated on 02-MAR-2004_0	5.50.21_
POLYCOM	MPC-12-TS-P	PartnerPremier Plus,1Yr,TeamStation,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$900	3%	
POLYCOM	MPCB-12-TS-P	PartnerPremierPlus 2Day,1Yr,TeamStation,2nd Business Day Parts&Labor,TelephoneTech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$720	3%	
POLYCOM	PC-12-TS-P	Premier Plus, 1Yr, TeamStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$1,200	3%	
POLYCOM	PCB-12-TS-P	PremierPlus 2 Day,1Yr,TeamStation,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$960	3%	
POLYCOM	SC-12-TS-P	Premier,1Yr,TeamStation,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05)	\$800	3%	
POLYCOM	SPPOW-12-TS-P	PartnerPremierOutWar,1Yr,TeamStation,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 12-31-05	\$500	3%	
OLYCOM					
POLYCOM _					
POLYCOM	MPC-12-680-P	Partner Premier Plus1Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$565	3%	
POLYCOM	MPC-36-680-P	Partner Premier Plus3Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$1,270	3%	
POLYCOM	PC-12-680-P	PremierPlus1Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support During Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Service 12-31-08 LIST PRICE*	\$750	3%	
POLYCOM	PC-36-680-P	PremierPlus3Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,Software ups&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales 12-31-03, End of Life Service 12-31-08 LIST PRICE*	\$1,795	3%	
POLYCOM	PCB-12-680-P	PremierPlus2 Day,1Yr,iPwr600 Series,2nd Bus.Day Parts&Labor,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Svc 12-31-08 LIST PRICE*	\$600	3%	
OLYCOM	SC-12-680-P	Premier1Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$500	3%	
POLYCOM	SC-36-680-P	Premier3Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs to Partner,SWups&upgrades(prices for other than 3yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$1,200	3%	
OLYCOM	SPP-36-600-P	PartnrPremier, 3Yr, iPwr600Ser., Qualified SvcPartners only, Parts shipped premium on day of call, TelTech Support During BusHrs to Partner, SWups&upgrades(prices other than3yr to be prorated accordingly) End of Sales 12-31-03, End of Svc 12-31-08	\$720	3%	
POLYCOM	SPPOW-12-680-P	PartnerPremier,Out of Warranty 1Yr,iPwr600Ser.,Qual SvcPrtnrs only,Parts shipped premium on day of call,TelTech Supp. During BusHrs to Partner,SWup&upgrade(prices other than1yr to be prorated accordingly)End of Sales 12-31-03,End of Svc 12-31-08	\$300	3%	
POLYCOM					
OLYCOM _					
OLYCOM	MPC-12-960-P	PartnerPremier Plus 1 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,045	3%	
OLYCOM	MPC-12-970-P	PartnerPremier Plus 1 Yr i Power 970, Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,495	3%	
OLYCOM	MPC-36-960-P	PartnerPremier Plus 3 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$2,345	3%	
POLYCOM	MPC-36-970-P	PartnerPremier Plus 3 Yr iPower 970,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$3,350	3%	
POLYCOM	MPCB-12-960-P	PartnerPremier Plus 2 Day 1Yr iPower 960,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$876	3%	

		Polycon	n North America	an Price List - Generated on 02-MAR-2004_08	3:36:2
POLYCOM	MPCB-12-970-P	PartnerPremier Plus 2 Day 1Yr iPower 970,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,275	3%	
POLYCOM	PC-12-960-P	Premier Plus 1 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,395	3%	
OLYCOM	PC-12-970-P	Premier Plus 1 Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,995	3%	
DLYCOM	PC-36-960-P	Premier Plus 3 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$3,350	3%	
LYCOM	PC-36-970-P	Premier Plus 3Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$4,790	3%	
Voor	PCB-12-960-P	PremierPlus 2 Day 1 Yr iPower 960,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,095	3%	
LYCOM	PCB-12-970-P	PremierPlus 2 Day 1 Yr iPower 970,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,595	3%	
LYCOM	SC-12-960-P	Premier 1 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$795	3%	
LYCOM	SC-12-970-P	Premier 1 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,095	3%	
YCOM	SC-36-960-P	Premier 3 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,910	3%	
YCOM	SC-36-970-P	Premier 3 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$2,630	3%	
_YCOM	SPPOW-12-960-P	PartnerPremier,OutofWarranty, iPwr 980,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales 3-1-03, EOL Service3-1-08	\$500	3%	
LYCOM	SPPOW-12-970-P	PartnerPremier,OutofWarranty, iPwr 970,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales 3-1-03, EOL Service3-1-08	\$700	3%	
LYCOM					
LYCOM					
LYCOM	PC-12-DT-P	Premier+,1Yr,Live50,100,200,LiveLAN,Next Bus.Day Parts&Labor,Tel Tech Support during Business Hrs, SWups&upgrades(prices other than 1yr to be prorated accordingly)End of Life Sales11-1-98,Available on per Service Quote Basis Only LIST PRICE*	\$375	3%	
LYCOM	SC-12-DT-P	Premier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,Tel Tech Support during Business Hrs, SWups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales 11-1-98, Available on a per Service Quote Basis Only LIST PRICE	\$225	3%	
LYCOM	SPPOW-12-DT-P	PartnerPremier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,TelTech Supp to Partner during Bus Hrs, SWupdtes&upgrdes(prices other than 1 yr to be prorated accordingly)End of Life Sales11-1-98, Available on a per Service Quote Basis Only	\$75	3%	
LYCOM					
LYCOM		PremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor, Tel Tech Support			
_YCOM	BC-12-SS-P	during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EndOfLife-SS 5-1-04,760 11-30-06)LIST PRICE* PartnerPremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor,Tel Tech	\$520	3%	
LYCOM	MBC-12-SS-P	Support during to partner Bus Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 * PartnerPremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech	\$390	3%	
DLYCOM	MPC-12-SS-P	Support to Partner during Bus Hrs,SW ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 *	\$490	3%	
LYCOM	PC-12-SS-P	PremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$650	3%	

		Polycom	North American	Price List - Generated on 02-MAR-2004_08
YCOM	SC-12-SS-P	Premier,1Yr,SwiftSite,760,Parts shipped premium day of call,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$425	3%
	SPPOW-12-SS-P	PartnnerPremier,1Yr,SwiftSite,760,Parts shipped premium day of call,Tel Tech Supp to Partner during Bus Hrs,SW ups&upgrades(prices other than1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-	\$225	3%
YCOM YCOM		04,760 11-30-06 LIST PRICE *		
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COM				
/СОМ	MPC-12-S4E-P	PartnerPremierPlus,1Yr,4000&E,Next Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$3,600	3%
YCOM	MPCB-12-S4E-P	PartnerPremierPlus2Day,1Yr,4000&E,2nd Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$2,880	3%
	PC-12-S4E-P	Premier Plus,1Yr,4000&E,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote) LIST PRICE*	\$4,800	3%
YCOM	PCB-12-S4E-P	PremierPlus 2 Day,1Yr,4000&E,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to	\$3,840	3%
/COM	SC-12-S4E-P	be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote LIST PRICE* Premier,1Yr,4000&E,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to	\$2,400	3%
COM		be prorated accordingly) End of Life Sales 9-1-95, EOL-Svc by Quote, LIST PRICE		
YCOM	SPPOW-12-S4E-P	PartnerPremier, 1Yr, 4000&E, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales I-1-95, EOL-Svc by Quote	\$1,680	3%
COM_				
COM				
COM		PartnerPremier Plus,1Yr,4000EX,Next Business Day Parts&Labor,Telephone Tech		
/COM	MPC-12-S4EX-P	Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote *	\$3,150	3%
YCOM	MPCB-12-S4EX-P	PartnerPremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote) *	\$2,520	3%
YCOM	PC-12-S4EX-P	Premier Plus,1Yr,4000EX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$4,200	3%
YCOM	PCB-12-S4EX-P	PremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$3,360	3%
YCOM	SC-12-S4EX-P	Premier,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote	\$2,100	3%
	SPPOW-12-S4EX-P	LIST PRICE Partner PremierOutWar,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced	\$1,470	3%
YCOM YCOM		End of Life Sales 9-1-95, EOL-Svc by Quote		
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YCOM				
YCOM	MPC-12-S2-P	PartnerPremier Plus,1Yr,Venue2000,Next Business Day Parts&Labor, Telephone Tech Support during to Partner Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,325	3%
YCOM	MPCB-12-S2-P	PartnerPremierPlus 2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,060	3%
YCOM	PC-12-S2-P	Premier Plus,1Yr,Venue2000,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE*	\$1,762	3%
	PCB-12-S2-P	PremierPlus2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-	\$1,410	3%
YCOM	SC-12-S2-P	07 LIST PRICE* Premier,1Yr,Cenue2000,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07	\$881	3%

	SPPOW-12-S2-P	PartnerPremierOutWar,1Yr,Venue2000,Parts shipped premium on day of call,Tel Tech Support during Business Hrs to partner,Software ups&upgrades(prices for	\$600	3%	
M vi	01 1 0W-12-02-1	other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07	ψοσο	370	
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Λ _	PART NUMBER	Description	LIST PRICE	Disc	
1		Product Family Section Legend - Server Products Maintenance Service			
1 1		* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries		
_		Refer to Service Folicies had for service availability and price upilits applicable in	some countries		
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		PartnerPremier Plus,1Yr,Montage570A&B,Next Business Day Parts&Labor,			
	MPC-12-MT-P	Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$8,625	3%	
	MPCB-12-MT-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life	\$6,900	3%	
 		Sales 8-31-01, EOLSvc 2-6-03* Premier Plus,1Yr,Montage 570A&B,Next Business Day Parts&Labor, Telephone			
	PC-12-MT-P	Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 8-31-01, EOLSvc 2-6-03) LIST PRICE*	\$11,500	3%	
	PCB-12-MT-P	PremierPlus 2 Day,1Yr,Montage 570A&B,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$9,200	3%	
	SC-12-MT-P	Premier,1Yr,Montage 570A&B,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,750	3%	
	SPPOW-12-MT-P	PartnerPremierOutWar,1Yr,Montage 570A&B,Parts shipped premium on day of call, Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01,	\$4,370	3%	
L		EOLSvc 2-6-03			
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	MPC-12-MT1-P	PartnerPremier Plus,1Yr,Montage570A&B,T120orCP,Next Bus Day Parts&Labor,Telephone Tech Support to partner during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 *	\$9,919	3%	
	MPCB-12-MT1-P	PartnerPremierPlus 2 Day, 1Yr, Montage 570A&B, T120orCP, 2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Bus Hrs, Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$7,935	3%	
	PC-12-MT1-P	Premier Plus, 1Yr, Montage 570A&B, T120orCP, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$13,225	3%	
	PCB-12-MT1-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120orCP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,580	3%	
	SC-12-MT1-P	Premier,1Yr,Montage 570A&B,T120orCP,Next Business Day Parts, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$6,613	3%	
	SPPOW-12-MT1-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120orCP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life	\$5,681	3%	
		Sales 8-31-01, EOLSvc 2-6-03			
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	MPC-12-MT2-P	PartnerPremier Plus,1Yr,Montage570A&B,T120&CP,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 *	\$11,213	3%	
	MPCB-12-MT2-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$8,970	3%	
	PC-12-MT2-P	Premier Plus, 1Yr, Montage 570A&B,T120&CP, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$14,950	3%	
	PCB-12-MT2-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software upsaupgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$11,960	3%	

POLYCOM	SC-12-MT2-P	Premier,1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$7,475	3%	
POLYCOM	SPPOW-12-MT2-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03	\$6,425	3%	
POLYCOM		1			
POLYCOM					
POLYCOM		Partner Premier Plus,1Yr,240GW,Next Business Day Parts&Labor, Telephone			
POLYCOM	MPC-12-240GW-P	Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05) *	\$2,250	3%	
POLYCOM	MPCB-12-240GW-P	Partner PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05*	\$1,800	3%	
POLYCOM	PC-12-240GW-P	Premier Plus, 1Yr,240GW,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$3,000	3%	
POLYCOM	PCB-12-240GW-P	PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$2,400	3%	
POLYCOM	SC-12-240GW-P	Premier,1Yr,240GW,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE	\$1,500	3%	
POLYCOM	SPPOW-12-240GW-P	PartnerPremier,OutWarr1Yr,240GW,Next Business Day Parts, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05	\$960	3%	
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	MPC-12-PP-P	Partner Premier Plus,1Yr,PRISM 4 Site,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life	\$2,588	3%
YCOM	MPCB-12-PP-P	Sales 8-31-01, EOLSvc 2-6-03 * PartnerPremierPlus 2 Day,1Yr,PRISM 4 Site,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software	\$2,070	3%
/COM		ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 * Premier Plus,1Yr,PRISM 4 Site,Next Business Day Parts&Labor, Telephone Tech	42,212	
′СОМ	PC-12-PP-P	Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE* PremierPlus 2 Day,1Yr,PRISM 4 Site,2nd Business Day Parts&Labor, Telephone	\$3,450	3%
′COM	PCB-12-PP-P	Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$2,760	3%
COM	SC-12-PP-P	Premier,1Yr,PRISM 4 Site,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$1,725	3%
COM/	SPPOW-12-PP-P	Partner Premier, OutWarr1Yr, PRISM 4 Site, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,104	3%
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COM		1		
	MPC-12-PP1-P	Partner Premier Plus, 1Yr, Prism 4 Site, T120orCP, Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-	\$3,881	3%
YCOM		6-03 * PartnerPremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day		
YCOM	MPCB-12-PP1-P	Parts&Labor, Tel Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$3,105	3%
YCOM	PC-12-PP1-P	Premier Plus,1Yr,Prism 4 Site, T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,175	3%
YCOM	PCB-12-PP1-P	PremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$4,140	3%
YCOM	SC-12-PP1-P	Premier,1Yr,Prism 4 Site, T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$2,588	3%
YCOM	SPPOW-12-PP1-P	Partner Premier,OutWarr1Yr,Prism 4 Site, T120orCP,Parts shipped premium on day of call,Tel Tech Support during BusHrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%
YCOM _		-		
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COM/	MPC-12-PP2-P	Partner Premier Plus,1Yr,Prism 8or4 Site, T120&CP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%
COM	MPCB-12-PP2-P	PartnerPremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$4,140	3%
COM/	PC-12-PP2-P	Premier Plus,1Yr,Prism8or4Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%
/COM	PCB-12-PP2-P	PremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,520	3%
	SC-12-PP2-P	Premier,1Yr,Prism8or4Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EQLINES 4 624 LET DRICE	\$3,450	3%
COM _	SPPOW-12-PP2-P	EOLSvc 2-6-03 LIST PRICE Partner Premier, OutWarr1Yr, Prism8or4Site, T120&CP, Parts shipped premium on day of call, Tel Tech Support during Bus Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life	\$1,840	3%
YCOM		Sales 8-31-01 EOLSvc 2-6-03		
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		Polycon	n North Americ	an Price List - Generated on 02-MAR-2004_0)8:36:21_AM
POLYCOM	MPC-12-PP3-P	Partner Premier Plus,1Yr,Prism 8 Site, T120orCP,Next Business Day Parts&Labor, TeITech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,469	3%	
POLYCOM	MPCB-12-PP3-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software upsabupgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%	
POLYCOM	PC-12-PP3-P	Premier Plus, 1Yr, Prism8Site, T120orCP, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,625	3%	
POLYCOM	PCB-12-PP3-P	PremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%	
POLYCOM	SC-12-PP3-P	Premier,1Yr,Prism8Site,T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$4,313	3%	
POLYCOM	SPPOW-12-PP3-P	Partner Premier, OutWarr1Yr, Prism8Site, T120orCP, Parts shipped premium on day of call, Tech Support during Bus Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%	
POLYCOM		T			
POLYCOM					
POLYCOM		Partner Premier Plus,1Yr,Prism 8 Site, T120&CP,Next Business Day Parts&Labor,			
POLYCOM	MPC-12-PP4-P	TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$7,763	3%	
POLYCOM	MPCB-12-PP4-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,210	3%	
POLYCOM	PC-12-PP4-P	Premier Plus,1Yr,Prism8Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,350	3%	
POLYCOM	PCB-12-PP4-P	PremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,280	3%	
POLYCOM	SC-12-PP4-P	Premier,1Yr,Prism8Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,175	3%	
POLYCOM	SPPOW-12-PP4-P	Partner Premier,OutWarr1Yr,Prism8Site, T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$2,300	3%	
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POLYCOM	MPC-12-BRI-P	PartnerPremier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$828	3%	
POLYCOM	MPCB-12-BRI-P	PartnerPremierPlus 2 Day,11vr,RadvisionBRI,Second Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$660	3%	
POLYCOM	PC-12-BRI-P	Premier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor, Telephone Tech Support during Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$1,035	3%	
POLYCOM	PCB-12-BRI-P	PremierPlus 2 Day,1Yr,RadvisionBRI,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$825	3%	
POLYCOM	SC-12-BRI-P	Premier,1Yr,RadvisionBRI,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of 7ife Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$575	3%	
POLYCOM	SPPOW-12-BRI-P	Partner Premier,OutWarr1Yr,RadvisionBRI,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of 7ife Sales 1-1-02, EOLSvc 1-1-07	\$375	3%	
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POLYCOM	MPC-12-PRI-P	PartnerPremier Plus,1Yr,RadvisionPRI,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$2,400	3%	

		Polycon	i North American	Price List - Generated on 02-MAR-2004_08:
POLYCOM	MPCB-12-PRI-P	Partner PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07*	\$1,920	3%
OLYCOM	PC-12-PRI-P	Premier Plus, 1Yr, RadvisionPRI, Next Business Day Parts&Labor, Telephone Tech Support during Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$3,000	3%
DLYCOM	PCB-12-PRI-P	PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$2,400	3%
LYCOM	SC-12-PRI-P	Premier,1Yr,RadvisionPRI,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$1,500	3%
DLYCOM	SPPOW-12-PRI-P	Partner Premier,OutWarr1Yr,RadvisionPRI,Parts shipped premium on day of call, Tel Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07	\$1,080	3%
LYCOM				
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YCOM	HD-12-DT-P	Help Desk, 1 Yr, Live Manager, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 8-31-01, EOLSvc 8-31-06, LIST PRICE)	\$175	3%
LYCOM	HD-12-NC-P	Help Desk, 1 Yr, Pictel 330, 8 Port, TelephoneTech Support during Business Hrs, Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 12-1-01, EOLSvc 12-1-06, LIST PRICE	\$1,000	3%
_YCOM	HD-12-NC24-P	Help Desk, 1 Yr, Pictel 330, 24 Port, TelephoneTech Support during Business Hrs, Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 7-1-01, EOLSvc 7-1-06, LIST PRICE	\$1,250	None
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DLYCOM	HD-12-FVC10-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,10Port, TelephoneTech Support during Business Hrs, Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$2,475	3%
LYCOM	HD-12-FVC25-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,25Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$4,400	3%
_YCOM	HD-12-FVC50-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,50Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$6,875	3%
LYCOM	HD-12-FVCOP-P	HelpDesk,1Yr,FVC Software Options,Add On to Maint Svc,ContinousPresence or StreamMedia,Tel Tech Support during Bus Hrs,Software ups&upgrades(prices for other than 1 yr prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07. LIST PRICE	\$1,375	3%

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OM	PART NUMBER	Description	LIST PRICE	Disc	
OM OM		Product Family Section Legend - Collaboration Tools Maintenance Service			_
MC MC MC		* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries		_
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ОМ	MPC-12-ADD5-P	PartnerPremierPlus,1Yr,Fuj42 inFlatPanel,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales12-31-00 EOLSvc12-31-05 *	\$1,315	3%	
ОМ	MPCB-12-ADD5-P	Partner PremierPlus 2 Day,1Yr,Fuj42 inFlatPanel,2nd Business Day Parts&Labor,TelephoneTechSupport to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales12-31-00 EOLSvc12-31-05 *	\$1,050	3%	
ОМ	PC-12-ADD5-P	Premier Plus,1Yr,Fuj42 inFlatPanel,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales12-31-00 EOLSvc12- 31-05, LIST PRICE*	\$1,750	3%	
ОМ	PCB-12-ADD5-P	PremierPlus 2 Day,1Yr,Fuj42 inFlatPanel,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales12-31- 00EOLSvc12-31-05,LIST PRICE*	\$1,400	3%	
ОМ	SC-12-ADD5-P	Premier,1Yr,Fuj42 inFlatPanel,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales12-31-00 EOLSvc12-31-05,LIST PRICE	\$875	3%	
ОМ	SPPOW-12-ADD5-P	Partner Premier, OutWar1Yr, Fuj42 inFlatPanel, Parts shipped premium day of call, TelephoneTechSupport to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales12-31-00 EOLSvc12-31-05	\$875	3%	
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OM	MPC-12-GBD-P	Partner Premier Plus,1Yr,GroupBoard,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04 *	\$825	3%	
OM .	MPCB-12-GBD-P	Partner PremierPlus 2 Day,1Yr,GroupBoard,2ndBusiness Day Parts&Labor,TelephoneTech Support to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04 *	\$660	3%	
OM .	PC-12-GBD-P	Premier Plus,1Yr,GroupBoard,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04, LIST PRICE *	\$1,100	3%	
ОМ	PCB-12-GBD-P	PremierPlus 2 Day,1Yr,GroupBoard,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04, LIST PRICE*	\$880	3%	
ОМ	SC-12-GBD-P	Premier,1Yr,GroupBoardl,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04, LIST PRICE	\$550	3%	
ОМ	SPPOW-12-GBD-P	Partner Premier, OutWar1Yr, GroupBoard, Parts shipped premium day of call, TelephoneTech Support to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04	\$850	3%	
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OM OM	MPC-12-ADD1-P	Partner Premier Plus, IFlipchart, Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-	\$260	3%	
OM .	MPCB-12-ADD1-P	31-07 * Partner PremierPlus 2 Day,1Yr,IFlipchart,2nd Business Day Parts&Labor, TelephoneTechSupport to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced Endoft_ife Sales 8-31-02 EOLSvc8-31-07 *	\$210	3%	
OM	PC-12-ADD1-P	Premier Plus,1Yr,IFlipchart,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE*	\$350	3%	
ОМ	PCB-12-ADD1-P	PremierPlus 2 Day,1Yr,IFlipchart,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE*	\$280	3%	
ОМ	SC-12-ADD1-P	Premier,1Yr,IFlipchart,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE	\$175	3%	

м	SPPOW-12-ADD1-P	Partner Premier, OutWar1Yr, IFlipchart, Parts shipped premium day of call, TelephoneTech Support to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07	\$110	3%
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··· [Partner Premier Plus,1Yr,InteractiveWhiteBd,Next Business Day Parts&Labor,		
	MPC-12-ADD2-P	TelephoneTech Support to Partner during Business Hrs, Software	\$350	3%
	WII O-12-ADD2-I	ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced	ψυσυ	370
М		EndofLife Sales 8-31-02 EOLSvc8-31-07 * Partner PremierPlus 2 Day,1Yr,InteractiveWhiteBd,2nd Business Day		
		Parts&Labor, TelephoneTechSupport to partner during Business Hrs,		
	MPCB-12-ADD2-P	Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)	\$275	3%
М		EndofLife Sales 8-31-02 EOLSvc8-31-07 *		
		Premier Plus,1Yr,InteractiveWhiteBd,Next Business Day Parts&Labor,		
	PC-12-ADD2-P	TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02	\$500	3%
М		EOLSvc8-31-07, LIST PRICE*		
Ī		PremierPlus 2 Day,1Yr,InteractiveWhiteBd,2nd Business Day Parts&Labor,		
	PCB-12-ADD2-P	Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for	\$400	3%
	. 05 12 7.552 .	other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02	Ψ.00	3,0
М		EOLSvc8-31-07, LIST PRICE* Premier,1Yr,InteractiveWhiteBd,Parts shipped premium day of call, Telephone		
		Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1		
	SC-12-ADD2-P	yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07,	\$250	3%
М		LIST PRICE		
		Partner PremierOutWar1Yr, InteractiveWhiteBd,Parts shipped premium day of		
	SPPOW-12-ADD2-P	call, TelephoneTechSupport to partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated	\$170	3%
М		accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07		
М		5)/		-
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		Partner Premier Plus,1Yr,T1 IMUX,Next Business Day Parts&Labor, Telephone		
	MPC-12-IMX2-P	Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01,	\$865	3%
М		EOLSvc 1-1-06 *		
i		Partner PremierPlus 2 Day,1Yr,T1 IMUX 2nd Business Day Parts&Labor,		
	MPCB-12-IMX2-P	Telephone Tech Support to partner during Business Hrs, Software	\$690	3%
	IVIF CD-12-IIVIA2-F	ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life	Φ090	376
M		Sales 4-1-01, EOLSvc 4-1-06 *		
		Premier Plus,1Yr,T1 IMUX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to		
	PC-12-IMX2-P	be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06 LIST	\$1,150	3%
М		PRICE*		
		PremierPlus 2 Day,1Yr,T1 IMUX,2nd Business Day Parts&Labor, Telephone Tech		
	PCB-12-IMX2-P	Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06,	\$920	3%
М		LIST PRICE*		
Ī		Premier,1Yr,T1 IMUX,Parts shipped premium day of call, Telephone Tech Support		
	SC-12-IMX2-P	during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be	\$575	3%
	00-12-1W/X2-1	prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06), LIST	Ψ515	370
М		PRICE PartnerPremier+,1Yr,VSX,HtlnkIMUX,210-35Adpt,Next Bus Day		
		Parts&Labor,TelTech Sup to Prt during Bus Hrs,SW. Upd&Upgds(prices other than		
	SPPOW-12-IMX2-P	1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01	\$320	3%
М		EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06*		
М				
N 4				
М.				
М		PartPromior±1Vr VQV HatlinkIM IV 240 254 day Nov4 Bus Day Barta 91 ab T-1		
		PartPremier+1Yr,VSX,HotlinkIMUX,210-35Adpt,Next Bus Day Parts&Labor,Tel Tech Sppt during Bus Hrs,SW Upd&Upgr(prices for other than1yr prorated		
	MPC-12-IMX-P	accordingly)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX	\$263	3%
М		4-1-06Htlk8-31-06,210-35 12-31-06*		
		PartnerPremier+2Day,1Yr,VSX,HtlnkIMUX210-235Adpt,2nd Bus Day		
	MPCB-12-IMX-P	Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr	\$210	3%
М		to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 *		
IVI .		Premier Plus,1Yr,VSX,HtlnkIMUX210-235Adpt,Next Bus Day Parts&Labor,Tel		
	DO 40 IMV D	Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be	#050	201
	PC-12-IMX-P	prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-	\$350	3%
М		1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*		
		Premier+2 Day,1Yr,VSX,HtlnkIMUX210-235Adpt,2nd Bus Day Parts&Labor,Tel		
	PCB-12-IMX-P	Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be	\$280	3%
М		prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*		
.		Premier,1Yr,VSX,HtlnkIMUX,210-35Adpt,Parts shipped premium day of call,		
	SC-12-IMX-P	TelTech Supp during Bus Hrs,SW Upd&Upgds(prices other than 1 yr to be	\$175	3%
- 1	30-12-1IVIX-P	prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-	φ1/5	3%
		1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*		
М				
М		PtrPremier,OutWar1Yr, VSX,HtlnkIMUX210-235Adpt,Parts shipped premium		
И	SPPOW-12-IMX-P		\$150	3%

POLYCOM

YCOM				
YCOM		!		
	MPC-12-ADD3-P	PartnerPremier Plus,1Yr,IBoardwProjector,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife	\$920	3%
YCOM	MPCB-12-ADD3-P	Sales 8-31-02 EOLSvc8-31-07 * Partner PremierPlus 2 Day,1Yr,IBoardwProjector,2nd Business Day Parts&Labor, TelephoneTechSupport to Partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$730	3%
YCOM	PC-12-ADD3-P	Premier Plus, 1Yr, IBoardwProjector, Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE*	\$1,225	3%
YCOM	PCB-12-ADD3-P	PremierPlus 2 Day,1Yr,IBoard,wProjector,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31- 07 LIST PRICE*	\$975	3%
YCOM	SC-12-ADD3-P	Premier,1Yr,IBoardwProjector, Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE	\$650	3%
YCOM	SPPOW-12-ADD3-P	Partner Premier,OutWar1Yr, IBoardwProjector,Parts shipped premium day of call, TelephoneTech Support to Partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-07	\$425	3%
YCOM				
YCOM				
YCOM		<u> </u>		
YCOM	BC-12-NEC50-P	PremierPlus 2 Day, 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs & Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$1,760	3%
YCOM	MBC-12-NEC50-P	Partner PremierPlus 2 Day 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support to Partner During Bus Hrs,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,320	3%
YCOM	MPC-12-NEC50-P	Partner Premier Plus 1 Year , 50" Flat Panel Display, Next Business Day Parts&Labor, Tel Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,485	3%
.ҮСОМ	MPC-36-NEC50-P	Partner Premier Plus 3Yr , 50" Flat Panel Display, Next Business Day Parts&Labor, Telephone Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$3,675	3%
YCOM	PC-12-NEC50-P	Premier Plus 1 Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9- 30-08 LIST PRICE*	\$2,195	3%
YCOM	PC-36-NEC50-P	Premier Plus 3Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hours & Software ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$5,250	3%
_YCOM	SC-12-NEC50-P	Premier 1 Yr, 50" Flat Panel Display, Parts shipped premium day of call, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$1,470	3%
LYCOM	SPP-36-NEC50-P	Partner Premier, 3Yr,50° Flat Panel , Qualified Service Partners only, Parts shipped premium day of call, tel tech support to Partner during bus hrs, SWups&upgrades(prices other than1yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$2,125	3%
YCOM	SPPOW-12-NEC50-P	Partner Premier OutofWarr1Yr ,50" Flat Panel, Qualified Svce Prtnr Only, Parts shipped premium day of call, Tel Tech Sppt to Partner during bus hrs,SWupds&upgds(prices other than 1 yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$880	3%
YCOM		T		I
COM/				
COM				
YCOM	MPC-12-PROJ-P	Partner Premier Plus 1 Year, XGA Projector, Next Business Day Parts& Labor,Telephone Tech Support to Partner During Business Hrs, Software ups&upgrades(prices other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$600	3%
YCOM	MPCB-12-PROJ-P	Partner PremierPlus 2 Day 11r, XGA Projector, 2nd Business Day Parts & Labor, Telephone Tech Support to partner During Bus Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$515	3%
_YCOM	PC-12-PROJ-P	Premier Plus 1 Yr, XGA Projector, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$800	3%
LYCOM	PCB-12-PROJ-P	PremierPlus 2 Day 1 Yr, XGA Projector, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$650	3%

POLYCOM	SC-12-PROJ-P	Premier 1Yr, XGA Projector, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$440	3%
POLYCOM	SPP-36-PROJ-P	PartnerPremier,3 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner during bus hrs, SWups&upgrades(prices for other than 3 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$755	3%
POLYCOM	SPPOW-12-PROJ-P	PartnerPremier,1 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$320	3%

Polycom

North American Price List

	TAB
VOICE SYSTEMS	
VOICE SYSTEMS	MSRP NA
COLINIDROINIT OVOTEMO	2
SOUNDPOINT SYSTEMS SOUNDPOINT SYSTEMS - ACCESSORIES	3 3
VOICESTATION 100	4
VOICESTATION 100 - ACCESSORIES	4
SOUNDSTATION SYSTEMS	4
SOUNDSTATION SYSTEMS - ACCESSORIES	6
SOUNDSTATION VTX 1000 - ACCESSORIES	7
ENTERPRISE SYSTEMS AND ADAPTERS	8
ENTERPRISE SYSTEMS ACCESSORIES	8
INSTALLED VOICE SYSTEMS	9
MAINTENANCE SERVICES - VOICE SYSTEMS	9
MAINTENANCE SERVICES - INSTALLED VOICE	11
MAINTENANCE SERVICES - INSTALLED VOICE	11
MAINT SVCS VOICE - SS PREMIER /SS PREMIER EX /SAT	13
MAINT SVCS VOICE - SOUNDSTATION VTX1000	14
VIDEO	MSRP NA
VSX SERIES	15
MAINTENANCE SERVICES - VSX SYSTEMS	16
VIEWSTATION SYSTEMS	17
MAINTENANCE SERVICES VIEWSTATION - FX, 4000	20
MAINTENANCE SERVICES VIEWSTATION-EX, 323, MP, 512	
MAINTENANCE SERVICES VIEWSTATION-SP128, SP384, 12	
MAINT SVCS VIEWSTATION - EXEC COLL - SINGLE 50"	23
MAINT SVCS VIEWSTATION - EXEC COLL - DUAL 50"	24
MAINT SVCS VIEWSTATION - EXEC COLL - DUAL 61"	25
iPOWER SYSTEMS MAINTENANCE SERVICES iPOWER 9000 SERIES	26 31
MAINT SVCS IPOWER - EXEC COLL - SINGLE 50"	32
MAINT SVCS IPOWER- EXEC COLL - DUAL 50"	33
MAINT SVCS IPOWER- EXEC COLL - DUAL 61"	34
VIAVIDEO	35
MAINTENANCE SERVICES - VIAVIDEO	35
DISPLAYS; PERIPHERALS; NETWORKING AND ACCESSOR	
MAINT. SVCS. DISPLAYS, ETC - SINGLE BRI ENCRYPTORS	
MAINT. SVCS. DISPLAYS, ETC - QUAD BRI ENCRYPTORS	37
MAINT. SVCS. DISPLAYS, ETC - PRI ENCRYPTORS	38
NETWORK SYSTEMS - MGC PRODUCTS	MSRP NA
MGC25	40
MGC 50/100 MANAGEMENT PRODUCTS	41 43
APPLICATIONS	44
MAINTENANCE - MGC	45
MAINTENANCE SERVICES - WEBCOMMANDER	47
MAINTENANCE SERVICES - ZYROSS	47
WEBOFFICE	48
MAINTENANCE SERVICES- WEBOFFICE	48
NETWORK SYSTEMS - SOFTWARE SOLUTION	MSRP NA
POLYCOM CONFERENCE SUITE	50
MAINTENANCE SERVICES - POLYCOM CONFERENCE SUIT	
MAINTENANCE SERVICES - NETWORK AWARE SCHEDULE	
MAINTENANCE SERVICES - VID NETWORK MGMT&ROOM	
PATHNAVIGATOR MAINTENANCE SERVICES - PATHNAVIGATOR	54 54
GLOBAL MANAGEMENT SYSTEM SOFTWARE	55
MAINTENANCE SERVICES - GMS	56
GLOBAL REACH FEES	MSRP NA
GLOBAL REACH FEES - AUDIO PRODUCTS	58
GLOBAL REACH FEES - VIDEO PRODUCTS	58
POLYCOM LEARNING CENTER	MSRP NA
ON-SITE TRAINING	59
TRAINING OVER VIDEO	
	59
WEB-BASED TRAINING	59 60
	1
WEB-BASED TRAINING	60
WEB-BASED TRAINING CLASSROOM TRAINING	60 60
WEB-BASED TRAINING CLASSROOM TRAINING SELF STUDY TRAINING	60 60 61
WEB-BASED TRAINING CLASSROOM TRAINING SELF STUDY TRAINING VERTICAL SOLUTIONS	60 60 61 MSRP NA
WEB-BASED TRAINING CLASSROOM TRAINING SELF STUDY TRAINING VERTICAL SOLUTIONS SPECIALTY PRODUCTS	60 60 61 MSRP NA 62
WEB-BASED TRAINING CLASSROOM TRAINING SELF STUDY TRAINING VERTICAL SOLUTIONS SPECIALTY PRODUCTS ADVANCED SERVICES	60 60 61 MSRP NA 62 MSRP NA

EFFECTIVE OCT 20th, 2004

DISCOUNT CATEGORIES
Price List reflects Discount Categories as defined in POLYCOM's standard agreements. For shipments outside of your contractual territory, please use the GLOBAL Reach Program less your domestic agree discounts against the discount categories referenced in the price book.
against the discount categories referenced in the price book.

Miscellaneous Discount Codes

For Channel Discount Rates - See Discount Table For Polycom Learning Center at CSN Home Page "csn.polycom.com"

GLOBAL REACH

The GLOBAL Reach program is Polycom's authorised processes for placing orders for shipment outside of a Channels' contractually agreed territory. The program offers a total product and service solution to customers with international needs. For details on how to quote, how to an order and how to use the program, please refer to the Global Reach tab in this price book.

PRICE BOOK DEFINITIONS

Availability

Now = Product Currently Available and Shipping DD-MMM-YYYY = Product Planned for Availability "Until", or "Beginning" on the date listed Limited = Call Verify to Availability and Lead Times

Service for an EOL Product SEOL =

Change Date (Ch. Dt.)

MMM-YY Date Line Item Was Last Changed in List

Change Action

Add =New Line Item Added Change = Existing Line Item Changed Obsolete = Line Item Currently Obsolete

Change Type

Desc = Description Has Changed Price Has Changed Prc = Discount Category Changed Disc = 30 Day = 30 Day Notice of Removal Product Availability has Changed Avail =

PRINTING + VIEWING PRICE BOOK

Note -

Page numbers are designed to be accurate when selecting "Entire Workbook" while printing or previewing

(File-Print-Entire-Workbook)

GSA

Products Compliant with the Trade Agreements Act of 1979 (GSA eligible Products)

Channel Partner is responsible for obtaining appropriate regulatory product

PRODUCT CERTIFICATIONS

ertification prior to shipment of these products into any country for which Polycon as not obtained such certification. For up-to-date information on countries for which Polycom has obtained certification, contact your local representative. Channel Partner shall defend, indemnify and hold Polycom harmless from and against any and all claims, including, without limitation, claims by governmental authorities, arising out of or in any way related to Channel Partner's failure to obtain appropriate regulatory roduct certifications for countries where we do not provide such certifications.

PRICE LIST APPLICABLE ONLY FOR:

nited States and Canada

SERVICE FOR END OF LIFE PRODUCTS	MSRP NA
CLIENT PRODUCTS	67
SERVER PRODUCTS	71
COLLABORATION TOOLS	65

GLOBAL REACH - Orders should be faxed directly to + 44 1753 72 35 74

What is POLYCOM'S GLOBAL Reach Program?

About GLOBAL Reach

GLOBAL Reach is a competitive sales tool, which enables authorized Channel Partners to offer a total solution to their customers with needs whilst still retaining account control. Selling through GLOBAL Reach also gives Channel Partners the ability to earn compensation for international sales as invoicing takes place within their own selling territory.

CONTACT US: globalreach@polycom.com or visit us on the Polycom Resource Center

How to QUOTE out of territory:

- 1. Use the REGIONAL price book of the end user location for pricing
- 2. Check COUNTRY Product Availability: (in this document)
- 3. NOTE Delivery terms applicable (DDP, or ex-works)
- 4. NOTE Service capabilities (on-site, or remote only)
- 5. All Services are sold at RESELLER price
- 6. Include correct GLOBAL Reach Fee

How to Place your Order

Orders should be faxed directly to + 44 1753 72 35 74 or emailed in PDF format to globalreach@polycom.com

Clean Order Requirements

1. Correct Polycom Address:

EMEA deliveries:

POLYCOM BV, Transpolis Park, Siriusdreef 41, 2132 Wt Hoofddorp, The Netherlands

ASIA/Japan/China deliveries:

POLYCOM (Hong Kong) Limited, Room 1101 MassMutual Tower, 38 Gloucester Road, Wan Chai, Hong Kong

USA & CALA deliveries:

POLYCOM INC, 1565 Barber Lane, Milipitas, CA 95035, USA

- 2. GLOBAL Reach Fee part number & correct value of the fee
- 3. Correct part numbers
- 4. Correct & Contractually agreed rates
- 5. Sales Tax if applicable, see notes below
- 6. Contractually agreed payment terms
- 7. End site details (full delivery address, contact, email, tel & fax number)
- 8. Requested Ship Date
- 9. Correct delivery terms. Freight Forwarder details for Ex-Works orders.
- 10. Include the Network Terminal Adapter, if not locally sourced.
- 11. Copy of Commercial Invoice for Ex-Works
- 12. Copy of the Importation License for China orders.

CHANNELS RESPONSIBILITIES - To ensure successful implementation

The Channel is responsible for ensuring that the following criteria are met, before a GLOBAL Reach Order is accepted by Polycom.

- 1. Ensure the end user customer is aware of the order, and prepared to receive the goods.
- 2. Under ex-works delivery terms, the Channel must nominate a Freight Forwarder to collect from the regional Polycom warehouse. They are to ensure that the forwarder is prepared to collect the goods, as soon as they are contacted by Polycom.

 NOTE: Channel should obtain freight, delivery, duty and importation (including VAT) costs, from the freight forwarder, prior to placing the order with Polycom. GLOBAL Reach are not responsible for providing this information, as Polycom will not be billing for these items
- 3. Must ensure the network is in place, and equipment has been moved into the Videoconferencing room. Monitor(s) should be placed on Cart(s), and Terminal Adapter (if not provided when Network installed) ready for the installation engineer.
- 4. Notify the end customer that Polycom GLOBAL Services Group will contact them prior to installation, and request a pre-installation form to be completed, prior to scheduling an engineer.

NOTE: Installation will be a minimum of 5 working days after receipt of completed form.

5. Channel is responsible for providing any information updates to the customer. NOTE: GLOBAL Reach will pass mile stone information to

Channels on a regular basis, until completion and sign off by the customer.

6. GLOBAL Reach will escalate any issues back to the Channel, at any stage of the order cycle. It is the Channel's responsibility to resolve any issues in a timely manner.

GLOBAL Reach Fee's & Service Capabilities

* GLOBAL Reach Fee Notes: The GLOBAL Reach Fee for DDP delivery terms, does NOT include Cart / monitors or plasma's. If monitors & carts are required as part of the shipment, plus add \$500.00 per cart or monitor, to the fee listed below. The ex-works fee is fixed at \$200.00

Country	Region	Delivery Terms	GLOBAL Reach Fee *See notes above	GR Fee Part No.	PAL/NTSC	Voltage	On-site Services
Argentina	CALA	EXWORKS	\$200.00	4865-07522-001	NTSC	220v	Remote only or Custom Quote
Australia	ASIA	DDP	885	4865-07523-001	PAL	240v	Yes
Austria	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Bangalore	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	230v	Remote only or Custom Quote
Belgium	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Brazil	CALA	EXWORKS	\$200.00	4865-07522-001	NTSC	110v/220v	Yes
Canada	NA	DDP	885	4865-07523-001	NTSC	120v	Y+25%
Chile	CALA	DDP	885	4865-07523-001	NTSC	220v	Yes
China	CHINA	DDP	885	4865-07523-001	PAL	220v	Yes
Costa Rica	CALA	DDP	885	4865-07523-001	NTSC	120v	Remote only or Custom Quote
Czech Republic	EMEA	DDP	\$885.00	4865-07523-001	PAL	220v	Y+35%
Denmark	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Finland	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
France	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Germany	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Greece	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Y+25%
Hong Kong	ASIA	DDP	885	4865-07523-001	PAL	220v / 230v	Yes
Hungary	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
Iceland	EMEA	DDP	885	4865-07523-001	PAL	220v	Remote only or Custom Quote
India	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	230v	Remote only or Custom Quote
Indonesia	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	127v/220v	Remote only or Custom Quote
Ireland	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Israel	EMEA	DDP	885	4865-07523-001	PAL	230v	Remote only or Custom Quote
Italy	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes

					,		
Japan	Japan	DDP	885	4865-07523-001	NTSC	110v	Yes
Luxembourg	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Malaysia	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	240v	Remote only or Custom Quote
Malta	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	240v	Y+35%
Mexico	CALA	EXWORKS	\$200.00	4865-07522-001	NTSC	127v	Yes
Mongolia	CHINA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Remote only or Custom Quote
Netherlands	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
New Zealand	ASIA	DDP	885	4865-07523-001	PAL	240v	Yes
Norway	EMEA	DDP	885	4865-07523-001	PAL	230v	Yes
Pakistan	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Remote only or Custom Quote
Philippines	ASIA	DDP	885	4865-07523-001	NTSC	110v/220v	Y+25%
Poland	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+35%
Portugal	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Puerto Rico	CALA	DDP	885	4865-07523-001	NTSC	120v	Yes
Romania	EMEA	DDP	885	4865-07523-001	PAL	220v	Remote only or Custom Quote
Russia	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+35%
Singapore	ASIA	DDP	885	4865-07523-001	PAL	230v	Yes
Slovakia	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
Slovenia	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
South Korea	ASIA	DDP	885	4865-07523-001	NTSC	110v/220v	Yes
Spain	EMEA	DDP	\$300.00	4865-07525-001	PAL	220v	Yes
Sweden	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Switzerland	EMEA	DDP	885	4865-07523-001	PAL	220v	Yes
Taiwan	ASIA	DDP	885	4865-07523-001	NTSC	120v	Yes
Thailand	ASIA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+25%
Turkey	EMEA	EXWORKS	\$200.00	4865-07522-001	PAL	220v	Y+35%
U.K.	EMEA	DDP	\$300.00	4865-07525-001	PAL	230v	Yes
Ukraine	EMEA	DDP	885	4865-07523-001	PAL	220v	Y+35%
USA	NA	DDP	\$300.00	4865-07525-001	NTSC	120v	Yes
Venezuela	CALA	DDP	885	4865-07523-001	NTSC	120v	Remote only or Custom Quote

If a Country is not detailed above Polycom may still be able to offer a service through GLOBAL Reach. The shipping terms will be Ex-works terms, and the service options would be with Remote support. For all Countries above showing

DDP terms, Ex-works terms is available.

The ex-works fee is \$200.00 per location. The GR fee Part No. for Ex-Works is: 4865-07522-001

NOTES - Please read

Program fee's and tax

- 1. For DDP terms, the 'GLOBAL Reach Fee' includes 1 Codec with QBRI/Visual Concert, Adapters & Cables, does NOT include Carts, Monitors & Plasma's. If Monitors & Carts are required as part of the shipment, please add \$500.00 per cart or monitor, to the fee listed above. For multi CODEC'S please contact your GLOBAL Reach Specialist or email globalreach@polycom.com for a Custom Quote.
- 2. GLOBAL Reach fee's are NET, and non discountable.
- 3. For deliveries into USA, Sales Tax will be applied to the invoice. The Tax rate will vary depending on the State. For budget purposes Sales Tax may vary between 4.000% and 10.000%. For further guidance, current rate please provide to GLOBAL Reach details of the State/City/Zip Code.
- 4. For deliveries into CALA, ASIA, Japan China, Canada and EMEA (except the 15 x EU Countries) zero rated Sales Tax applies.
- 5. For deliveries into any of the EU Countries (Austria, Belgium, Denmark, France, Finland, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, U.K) A Sales Tax (Dutch VAT currently 19%) will be applied to the invoice, unless the Channel partner holds a VAT registration within the EU. The VAT ID must be referenced on the PO and the PO must state Sold to/Bill to as the EU Registered Office address.

Dutch VAT (19%) will always be applied for deliveries into The Netherlands (Holland) regardless of VAT registration.

Service

- 1. Remote Service Capabilities: Maintenance: SharedCare is available on all products. Installation: Remote installation note: only available on Viewstations (except VS4000) Not available on iPower Systems.
- 2. Services are sold at Regional MSRP to the End Customer. Channel buys from Polycom at RESELLER Pricing.
- 3. For on-site services in Countries listed above with a Y+%, the % uplift must be applied to the standard regional price.

DELIVERY TERMS AVAILABLE, and what they mean

DDP = Delivered Duty Paid

Delivered Duty Paid to the end user; all charges for local duties, transportation, and administration are included. Excluding VAT.

If the customer is unable to accept delivery for any reason and Polycom are asked to store said equipment, this will be done for a maximum of 5 days, free of charge. Thereafter, storage costs will be invoiced to the Global Reach Originating Partner at cost price, with a minimum charge of \$40.00

For DDP orders into China, please note we can only offer DDP if the importer (Customer/end user in China) has an Importation License. A copy of License, or details of the License number will be required to be detailed on the Channel PO before we can accept DDP terms. The Customer would be the importer of record, but all charges for transportation and local duties charges would be paid by Polycom.

Ex-works

Seller (Polycom) fulfils his obligation to deliver when he has made the goods available at his premises to the buyer. In particular, he is not responsible for loading the goods on the vehicle provided by the buyer or for clearing the goods for export. The buyer (Channel or End Customer) bears all costs and risks involved in taking the goods from the seller's premises to the desired destination. The buyer (Channel or End Customer) is responsible for obtaining any importation licenses prior to shipment.

WHEN WILL MY INTERNATIONAL ORDER SHIP?

GLOBAL Reach Orders are expedited with high priority, subject to product availability and customs paperwork. Orders will be made available for shipment (DDP) or collection (Ex-works), 2 working days from Order Entry.

For all NA & CALA orders, product will ship or be made available from Polycom's Americas Warehouse: Polycom Inc, 25212 Schulte Road, TRACY, CA95377 USA

For all Asia, China and Japan orders, product will ship or be made available from Polycom's Asia Warehouse: Celestica (Thailand) Limited , 49/18 Laem Chabang Industrial Estate, Moo 5, Tungsukhla, Sriracha, Chonburi 20230 Thailand

For all EMEA orders with exception of South Africa, Africa and UAE, Saudi Arabia, product will ship or be made available from Polycom's European Warehouse: Schenker International BV, C/O: Polycom B.V, Nieuwesluisweg 250, 3197 KV Rotterdam - Botlek, The Netherlands

For South Africa, Africa, UAE and Saudi Arabia, product will be made available from Polycom's Asia Warehouse: Celestica (Thailand) Limited, 49/18 Laem Chabang Industrial Estate, Moo 5, Tungsukhla, Sriracha, Chonburi 20230 Thailand

What is the GLOBAL Reach Fee?

The global reach fee is chargeable to all channels, per order, and covers:

- 1. Over-head and cost of the global reach team, and entire co-ordination from enquiry to sign off from the end user.
- 2. Gives the channels the ability to purchase international product, at their usual discount, outside of their of domestic contract.
- 3. Expedited availability of products and service (2 days for shipment, priority installations).
- 4. For DDP terms includes all costs relating to freight, delivery, custom clearance, duty, handling etc.

The fee does not include:

1. Installation costs 2. Inside delivery 3. Project management to end user 4. EU / NA Sales Tax

NA ROW SERVICES DESCRIPTIONS & INFO

North America

MAINTENANCE SERVICES

- 1. Pricing is applicable for USA. A 25% Uplift is applicable for On-site service pricing for Canada. On-site Services in Alaska and Hawaii are by Custom Price Quote.
- 2. For Video and Voice Systems, service pricing covers complete system configuration, as purchased from Polycom. There is no need to add peripheral service pricing into the configuration. Collaboration tools such as Document Cameras, VCR, Mics, Scan Converters & Dual Monitors are included in the base service price. Large collaboration tools, such as White Boards, Flat Panel Displays (Except Executive Collection Systems), and some Projectors are priced separately. Maintenance on Peripherals added after the initial installation will be covered for the same period as the system level maintenance agreement.
- 3. Partner Branded Services are non-discountable.
- 4. Service End of Life Price Schedule is for products that Polycom no longer sells but continues to offer maitenance services on.
- 5. Service Payment Terms Prepaid is the default payment term.
- 6. Principle Period of Maintenance (PPM) 9:00 am to 6:00 p.m., local time, Monday through Friday, excluding Polycom recognized holidays.
- 7. BEFORE scheduling an installation for Polycom Network Systems or Solutions products, if ordered from Polycom, a site survey must be completed.

SERVICE OFFERINGS

PARTNER BRANDED SERVICE OFFERINGS

Partner Premier Plus

For Qualified Polycom Service Partners Next Business Day On-Site Response & Advance Replacement Parts

Telephone Technical Support to Partner in Principle Period of Maintenance (PPM)

All Parts, Labor, and Travel Included Software Updates & Software Upgrades, as required

Partner Premier

For Qualified Polycom Service Partners

Advance Replacement Parts Shipped Priority Level Same Business Day Telephone Technical Support to Partner in Principle Period of Maintenance (PPM) Software Updates & Software Upgrades, as required

Partner Standard

For Qualified Polycom Service Partners

Telephone Technical Support to Partner in Principle Period of Maintenance (PPM)

Parts Repair/Replacement, 30 Day Return upon receipt at Factory

Software Updates & Software Upgrades, as required

Partner Premier Plus 2 Day

For Qualified Polycom Service Partners Two Business Day On-site Response Partner Premier Plus Support Terms

POLYCOM BRANDED SERVICE OFFERINGS

Installation:

Pre-Installation Coordination On-site service professional Live System Test

One & one Half Hour on-site Orientation Training for up to 5 Students

Installation & Training:

Pre-Installation Coordination / Site Survey
On-site service professional
Live System Test
On-site System Administrator Training

Premier Plus

Next Business Day On-Site Response & Advance Replacement Parts Telephone Technical Support in Principle Period of Maintenance (PPM) All Parts, Labor, and Travel Included Software Updates & Software Upgrades, as required

Premier

Advance Replacement Parts Shipped Priority Level Same Business Day Telephone Technical Support in Principle Period of Maintenance (PPM) Software Updates & Software Upgrades, as required

Standard

Telephone Technical Support in Principle Period of Maintenance (PPM)
Parts Repair/Replacement, 30 Day Return upon receipt at Factory
Software Updates & Software Upgrades, as required

Premier Plus 2 Day

Two Business Day On-Site Response Premier Plus Support Terms

TIME AND MATERIALS

Network Systems Products: \$1,500/day; All other products: \$200 per hour, billed portal to portal

T&M rates are non-discountable.

Response time is subject to engineer availability.

Applicable in Principle Period of Maintenance (PPM) only - 8:00 am to 5:00 p.m., local time, Monday through Friday, excluding Polycom recognized holidays.

EXTENDED TECHNICAL PHONE SUPPORT

As an add-on to select service agreements, customers can purchase Extended Technical Telephone Support (ETS), for around the clock technical telephone support services.

A Technical Support Engineer will return telephone calls initiated outside the Principle Period of Maintenance (PPM) within two hours of when the call is logged.

The term of the ETS contract must coincide with the term of the system maintenance service contract.

Video Systems Extended Telephone Support 7X24 - Product IDs & Price: MSRP - ETS7-12-VS-P \$700. Reseller - RETS7-12-VS-P \$630

MGC Systems Extended Telephone Support 7X24 - Product IDs & Price: MSRP - 4865-20504-00 3.0% of Product List Price.

Reseller - 4865-20504-002 2.7% of Prod List Price

FLAT PANEL (EXCLUDING THE EXECUTIVE COLLECTION)

Mounting Support - The customer is responsible for the installation of wall mounting brackets, etc. for the flat panel.

Installation Support - Polycom will install the camera, connect the Flat Panel to the codec and perform a system test as part of the normal codec installation support.

Maintenance Support - The Flat Panel is NOT covered under the video system maintenance contract unless it is part of the Executive Collection.

Otherwise, additional maintenance must be purchased to cover the Flat Panel option .

FLAT PANEL WITH THE EXECUTIVE COLLECTION

Mounting Support - The customer is responsible for installation of the wall mounting brackets for the flat panel.

PRE-CONTRACT INSPECTION/CERTIFICATION INFORMATION

For video conferencing systems not installed by Polycom, and/or for a video conferencing system where a 90 day lapse in maintenance contract or warranty end date has occurred, Polycom may require a pre-contract inspection prior to accepting the equipment under a maintenance contract.

If a site visit is required a fee of \$499 per systems will be applied, Product IDs & Price: MSRP - 4865-06680-001 \$499, Reseller - 4865-06680-002 \$449. The customer is also responsible for all expenses required to bring the system to an operational level.

For Network System MGCs, the fee is \$1,500 per system, Product IDs & Price: MSRP - 4865-06680-003 \$1,500, Reseller - 4865-06680-004 \$1,350.

INSTALLATION INFORMATION

The System installation price includes all options and standard collaboration tools, purchased from Polycom that are installed coincident with the system.

Additional charges will apply if installation of an option and/or collaboration tool is not coincident with System installation.

For Upgrades Not performed with initial install, the installation price is \$1500 per system, per day, or current install cost of a new system, whichever is lower at time of upgrade installation. Each additional upgrade installed at the same site and on the same day is discounted 50%.

SYSTEM RELOCATION

Polycom will perform system relocation for a fixed fee during PPM, 8:00 am to 5:00 p.m. local time, Monday through Friday, excluding Polycom holidays. It is the customer's responsibility to coordinate the shipment of the equipment from one location to another.

Customers may purchase Relocation support services from Polycom at the following rates: (excludes Alaska, and Hawaii - additional travel expense will apply.)

	Part # - DEINSTALL	Part # - REINSTALL
Product	System Deinstall Charge	System Deinstall & Reinstall
Video Systems	\$1,500	\$1,500 (same location) \$2,500 (2 locations)
MGC25	\$2,500	\$2,500 (same location) \$4,150 (2 locations)
MGC50	\$2,995	\$2,995 (same location) \$4,995 (2 locations)
MGC100	\$5,000	\$5,000 (same location) \$8,500 (2 locations)

- Note 1: Same Location = Installation in campus environment or same building
- Note 2: 2 Locations = Installations performed in two separate trips typically different cities.
- Note 3: Installation requests cannot be scheduled until the product has been shipped and received by the customer and a site survey or a preinstallation checklist (product specific) has been completed and returned to Polycom. Upon completion of these tasks, Installations will be scheduled.

At this point, a Customer Service Rep will contact the customer and schedule the installation at the customer's site. Customer should expect a minimum of a five(5) business day lead time for scheduled installations from this point

Note 4: Requests for Installations within the 5 day window will be handled on a "Best Effort" basis and may be subject to an additional expedite fee.

WARRANTY INFORMATION

1. Software Warranty: Polycom warrants that (a) software on systems contained in this price workbook will perform substantially

In conformance with the accompanying written material and that the media will be free of defects in materials and workmanship for a period from the date of receipt (refer to table below). Polycom does not warrant that the operation of the Software will be uninterrupted or error free. This Limited Warranty is void if failure of the software has resulted from accident, abuse or misapplication. Replacement Software will be warranted for the remainder of the original warranty period or 30 days whichever is longer

2. Hardware Warranty: For systems contained in this price workbook, Polycom's hardware return-to-factory (RTF) warranty provides for specified turnaround time for repairs (refer to table below). Add-ons, spare and repair parts carry a 90 day warranty or the balance of the system level warranty.

3. Upgrade Warranty: The upgrade warranty includes a 90 day return to factory warranty or the balance of the system warranty, whichever is greater.

Product Family	Software Warranty	Hardware Warranty (Return to Factory Coverage)	Parts Turnaround (From receipt at Polycom designated facility)
VIDEO			
VSX 7000	1 Year	1 Year RTF	30 Days
iPower 600 Series	90 Days	1 Year RTF	10 Days
iPower 9000 Series	90 Days	1 Year RTF	10 Days
Executive Collection	90 Days	1 Year RTF	10 Days
ViewStation 128, 323, 512, MP, FX, 4000	90 Days	3 Year RTF	21 Days
ViewStation SP/SP384, EX	90 Days	1 Year RTF	21 Days
ViaVideo	90 Days	1 Year RTF	10 Days
VOICE			
VoiceStation&IP/SoundStation&IP	90 Days	1 Year RTF	 14 Days
Sound Point Pro & IP	90 Days	1 Year RTF	14 Days
SoundStation Premier SoundStation VTX1000	90 Days	1 Year RTF 1 Year RTF	14 Days
Vortex	90 Days 90 Days	2 Year RTF	14 Days 14 Days
Network Systems Products	30 Days	2 Todi KII	14 Day3
MGC	90 Days	1 Year RTF	15 Days
WebCommander	90 Days	NA NA	NA NA
WebOffice	90 Days	NA	NA
Network Solutions			
Global Management Systems	90 Days	N/A	N/A
PathNavigator	90 Days	N/A	N/A
Polycom Conference Suite	90 Days	N/A	N/A
Network Aware Sceduler	90 Days	N/A	N/A
Video Network Management	90 Days	N/A	N/A
Peripherals (Purchased			
Through Polycom Only)			
Large - GroupBoard,			
WhiteBoards, Panel Displays, Etc.			
Standard - DOC Camera, VCR,	NA	1 Year RTF	Same As System
Scan Converter, Visual Concert,			
Polycom Tablet, etc.			
	90 Days or balance of	90 Days or balance of	
Unarados	original product warranty	original product	Come As Custom
Upgrades	period, whichever is	warranty period,	Same As System
	greater	whichever is greater	

NA SERVICE AVAILABILITY

		Shared	On-site
Country	Install	Care or	Maintenance
		Premier	Services
Canada	YES+25%	YES	YES+25%
USA	YES **	YES **	YES **

^{**} Alaska and Hawaii available only by service per quote basis

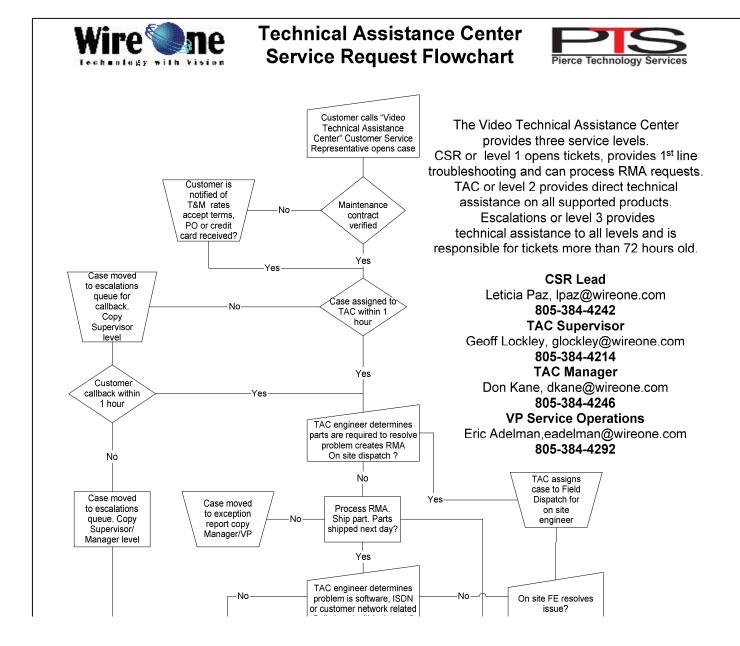


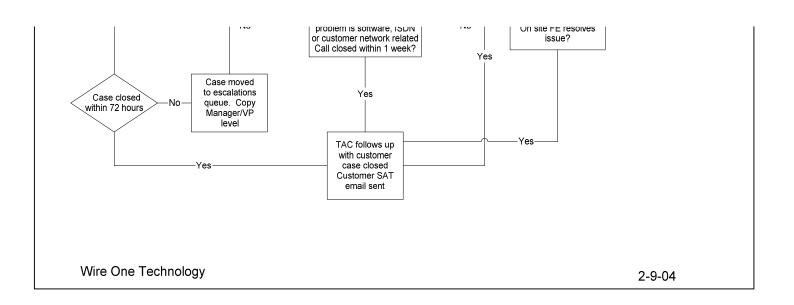
What's Changed?

CURRENT AS OF 11/16/2004

Table of Contents		
Tab "Misc. Services & T&Cs"	Includes Wire One's Terms & Conditions for Services	
Tab "Svc Plan Descriptions"	 Includes matrix of Wire One offered maintenance services Includes Wire One maintenance service descriptions 	
Tab "Service Request Flowchart"	Service escalation flowchart	
Tab "Polycom-Ptel Legacy Service"	Polycom-Ptel legacy system maintenance pricing	
Tab "Polycom Service"	 ViaVideo maintenance pricing VSX 7000 maintenance pricing ViewStation maintenance pricing iPower maintenance pricing GMS maintenance pricing Accord maintenance pricing 	
Tab "Wire One Training"	Wire One provided training pricing	
Tab "Time & Materials Pricing"	Wire One provided T&M pricing	

• Includes Certification, Project Management, and Deinstallation/Reinstallation Pricing





Polycom/PictureTel Legacy Products Service Programs

Part Number	QuoteWerks Description	Description	
Polycom iPower 600 Series*			Manufacturer SRP
SVC-OI-PiP600	OS Instl Plycm iPower 600	On-Site Installation	N/A
SVC-RI-PiP600	Remote Instl Plycm iPower 600	Remote Installation	N/A
SVC-OM-1Y-PiP600	1Yr Prem Plycm iPower 600	1 Year Premium One Care	\$750
SVC-OM-3Y-PiP600	3Yr Prem Plycm iPower 600	3 Year Premium One Care	\$1,795
SVC-RM-1Y-PiP600	1Yr Remote Plycm iPower 600	1 Year Remote One Care	\$500
SVC-RM-3Y-PiP600	3Yr Remote Plycm iPower 600	3 Year Remote One Care	\$1,200

Wire One Price		
	\$999	
	\$499	
	\$750	
,	\$1,750	
	\$475	
;	\$1,175	

^{*} End-of-Service Life - 12/31/08

Polycom Model 960 system*			Manufacturer SRP
SVC-OI-P960	OS Instl Plycm 960	On-Site Installation	N/A
SVC-OM-1Y-P960	1Yr Prem Plycm 960	1 Year Premium One Care	\$1,395
SVC-OM-3Y-P960	3Yr Prem Plycm 960	3 Year Premium One Care	\$2,345
SVC-RM-1Y-P960	1Yr Remote Plycm 960	1 Year Remote One Care	\$795
SVC-RM-3Y-P960	3Yr Remote Plycm 960	3 Year Remote One Care	\$1,910

Wire One Price		
\$1,39	9	
\$1,29	9	
\$2,25	0	
\$74	9	
\$1,79	9	

^{*} End-of-Service Life - 03/01/08

Polycom Model 970 system*			Manufacturer SRP
SVC-OI-P970	OS Instl Plycm 970	On-Site Installation	N/A
SVC-OM-1Y-P970	1Yr Prem Plycm 970	1 Year Premium One Care	\$1,995
SVC-OM-3Y-P970	3Yr Prem Plycm 970	3 Year Premium One Care	\$3,350
SVC-RM-1Y-P970	1Yr Remote Plycm 970	1 Year Remote One Care	\$1,095
SVC-RM-3Y-P970	3Yr Remote Plycm 970	3 Year Remote One Care	\$2,630

Wire One Price		
	\$1,399	
	\$1,799	
	\$3,199	
	\$950	
	\$2,499	

^{*} End-of-Service Life - 03/01/08

PictureTel SwiftSite & 760*			Manufacturer SRP
SVC-OI-PSS760	OS Instl Pctl SS & 760	On-Site Installation	N/A
SVC-OM-1Y-PSS760	1Yr Prem Pctl SS & 760	1 Year Premium One Care	\$650
SVC-RM-1Y-PSS760	1Yr Remote Pctl SS & 760	1 Year Remote One Care	\$425
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Wire One Price	
\$1,199	
\$599	
\$400	

^{*}End-of-Service Life -11/30/06

PictureTel Venue*			Manufacturer SRP
SVC-OI-PVen	OS Instl Pctl Venue	On-Site Installation	N/A
SVC-OM-1Y-PVen	1Yr Prem Pctl Venue	1 Year Premium One Care	\$1,762
SVC-OM-3Y-PVen	3Yr Prem Pctl Venue	3 Year Premium One Care	N/A
SVC-RM-1Y-PVen	1Yr Remote Pctl Venue	1 Year Remote One Care	\$881
SVC-RM-3Y-PVen	3Yr Remote Pctl Venue	3 Year Remote One Care	N/A

^{\$1,399} \$1,699 \$4,500 \$850 \$2,379*

^{*}End-of-Service Life - 01/15/07

Part Number	QuoteWerks Description	Description	
PictureTel Concorde*, 4000E, 4000EX, 4000ZX			Manufacturer SRP
SVC-OI-PCon	OS Instl Pctl Concorde & 4000x	On-Site Installation	N/A
SVC-OM-1Y-PCon	1Yr Prem Pctl Concorde & 4000x	1 Year Premium One Care	\$3,737
SVC-OM-3Y-PCon	3Yr Prem Pctl Concorde & 4000x	3 Year Premium One Care	N/A
SVC-RM-1Y-PCon	1Yr Remote Pctl Concorde & 4000x	1 Year Remote One Care	\$1,869
SVC-RM-3Y-PCon	3Yr Remote Pctl Concorde & 4000x	3 Year Remote One Care	N/A

Wire One Price	
	\$1,399
	\$2,999
	\$8,750
	\$1,599
	\$4,500

^{*}End-of-Service Life - 01/15/07

PictureTel Montage A & B			Manufacturer SRP
SVC-OI-Pmon	OS Instl Pctl Montage	On-Site Installation	N/A
SVC-OM-1Y-PMon	1Yr Prem Pctl Montage	1 Year Premium One Care	\$11,500
SVC-RM-1Y-PMon	1Yr Remote Pctl Montage	1 Year Remote One Care	\$5,750

Wire One Price	
\$3,250	
\$10,999	
\$5,500	

^{*}End-of-Service Life - 02/6/03

PictureTel Montage A & B with T.120 or CP			Manufacturer SRP
SVC-OI-PCon	OS Instl Pctl Montage wT120 or CP	On-Site Installation	N/A
SVC-BO-1Y-PMonCP	1Yr Prem Pctl Montage w/T120 or CP	1 Year Premium One Care	\$14,950
SVC-RM-1Y-PMonCP	1Yr Remote Pctl Montage w/T120 or CP	1 Year Remote One Care	\$7,475

Wire One Price	
	\$3,250
	\$12,500
	\$7.350

^{*}End-of-Service Life - 02/6/03

		Manufacturer SRP
OS Instl Pctl Prism4	On-Site Installation	N/A
1Yr Prem Pctl Prism4	1 Year Premium One Care	\$3,450
1Yr Remote Pctl Prism4	1 Year Remote One Care	\$1,725
	1Yr Prem Pctl Prism4	1Yr Prem Pctl Prism4 1 Year Premium One Care

Wire One Price	
\$3,250	
\$3,399	
\$1,699	

^{*}End-of-Service Life - 02/6/03

PictureTel Prism 4 Site with T.120 or CP			Manufacturer SRP
SVC-OI-PPrsm	OS Instl Pctl Prism4 w/T120 or CP	On-Site Installation	N/A
SVC-BO-1Y-PPrsm	1Yr Prem Pctl Prism4 w/T120 or CP	1 Year Premium One Care	\$5,175
SVC-RM-1Y-PPrsm	1Yr Remote Pctl Prism4 w/T120 or CP	1 Year Remote One Care	\$2,588

Wire One Price	
	\$3,250
	\$5,000
	\$2,450

^{*}End-of-Service Life - 02/6/03

PictureTel Prism 8 Site			Manufacturer SRP
SVC-OI-PPrsm	OS Instl Pctl Prism8	On-Site Installation	N/A
SVC-BO-1Y-PPrsm	1Yr Prem Pctl Prism8	1 Year Premium One Care	\$8,625
SVC-RM-1Y-PPrsm	1Yr Remote Pctl Prism8	1 Year Remote One Care	\$4,313
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Wire One	Price
	\$3,250
	\$8,499
	\$4,200

^{*}End-of-Service Life - 02/6/03

PictureTel Prism 8 Site with T.120 and CP			Manufacturer SRP
SVC-OI-PCon	OS Instl Pctl Prism8 w/T120 or CP	On-Site Installation	N/A
SVC-BO-1Y-PCon	1Yr Prem Pctl Prism8 w/T120 or CP	1 Year Premium One Care	\$12,938
SVC-RM-1Y-PCon	1Yr Remote Pctl Prism8 w/T120 or CP	1 Year Remote One Care	\$5,175

^{\$3,250} \$11,599 \$5,000

^{*}End-of-Service Life - 02/6/03

1-Oct-04 Wire One Educational Services

Course Offerings

Course Name	Description	Price
Videoconferencing Systems End User Remote	This course provides users the skills and confidence necessary to dial from and participate in a videoconference. This training is conducted over video using customer's equipment. Instructional materials are provided. Customer must be able to connect to our Training Center. Available for	\$500
ES-GS-END-R	ViewStation, VSX, iPower, TANDBERG, Sony, VTEL, or VCON systems. Course length: <i>up to</i> two hours. Limit: 8 students per class.	\$250 with purchase of install and/or One Care.
Videoconferencing Systems End User Onsite ES-GS-END-OS	This course provides users the skills and confidence necessary to dial from and participate in a videoconference. This training is conducted on customer's site using customer's videoconferencing system. Instructional materials are provided. Available for ViewStation, VSX, ViaVideo, iPower, TANDBERG, Sony, VTEL, or VCON systems. Course length: <i>up to</i> 3 two-hour sessions in a single day. Limit: 8 students per session.	\$2,800
Videoconferencing Systems Admin Remote ES-GS-ADMIN-R	This course is designed for those who will be in charge of configuring, maintaining and troubleshooting videoconference equipment. It is conducted over video using customer's equipment. Instructional materials are provided. Customer must be able to connect to our Training Center. Available for ViewStation, VSX, iPower, TANDBERG, Sony, VTEL, or VCON systems. Course length: <i>up to</i> two hours. Limit: 8 students per class.	\$500
Videoconferencing Systems	This course is designed for those who will be in charge of configuring, maintaining and troubleshooting	\$2,800
Admin Onsite	videoconference equipment. It is conducted on customer's site using customer's equipment. Instructional materials are provided. Available for ViewStation, VSX, iPower, TANDBERG, Sony, VTEL,	. ,
ES-GS-ADMIN-OS	or VCON systems. Course length: <i>up to</i> 3 two-hour sessions in a single day. Limit: 8 students per session.	
Polycom MGC End User Onsite ES-ACCORD-END-OS	This course includes a hardware and software overview, administration scheduling, basic operations, and basic maintenance of the Polycom MCU. It is conducted on the customer's site using customer's equipment. Course length: <i>up to</i> 1 day. Limit: 5 students per class.	\$3,500
Polycom MGC Administrator Onsite ES-ACCORD-ADMIN-OS	This course is designed for those who require more in-depth knowledge of configuration and maintenance issues for the Polycom MCU. It includes basics of scheduling and monitoring calls, but concentrates on the technical side of the box. It conducted on the customer's site using customer's equipment. Course length: <i>up to</i> 1 day. Limit: 5 students per class.	\$3,500
Polycom MGC End User and Administrator Combo Onsite ES-ACCORD-COMBO-OS	This is a combination of the above two courses designed to be run in two separate sessions: one for end users, and one for administrators. It conducted on the customer's site using customer's equipment. Course length: <i>up to</i> 2 days. Limit 5 students per session.	\$4,500
Polycom WebCommander Onsite	This course is designed for those responsible for using WebCommander to schedule and monitor calls on the Polycom MCU. It is conducted on the customer's site using customer's equipment. Course	\$2,800
ES-POLY-WEB-OS	length: up to ½ day. Limit: 8 students per class.	
Polycom PathNavigator Onsite	This course is designed for those responsible for using PathNavigator as their Gatekeeper for an H.323 network. It is conducted on the customer's site using customer's equipment. Course length: up to $\frac{1}{2}$	\$2,800
ES-POLY-PATH-OS	day. Limit: 8 students per class.	
Polycom Global Management System (GMS) Onsite	This course is designed for customers who are utilizing Polygon's Global Management System for management of their H.323 network and endpoints. It is conducted on the customer's site using	\$2,800
Introduction to H.323 Onsite ES-INTRO-323-OS	This course is designed for individuals who require an introduction to IP telecommunications networks and equipment associated with videoconferencing applications. An excellent review for experienced technicians. It is conducted on the customer's site. Course length: <i>up to</i> 1 day. Limit: 8 students per class.	\$3,500

Mastering Distance Education	This course is designed to demonstrate the value of Distance Education. Upon completion, the student	\$5,200
Onsite	should be able to conduct any size Distance Learning class with confidence. Workshops will be	
	performed throughout the class. Instructional materials will be provided. It is conducted on the	
	customer's site using customer's equipment. Course length: 2 days. Limit: 8 students per class.	
ES-MDE-OS		

Time & Materials and Optional Services available from Wire One Technologies

Video/Networking Equipment - Applicable rates with Maintenance Agreement in effect

Model #	QuoteWerks Description	Description	USA SRP Price	
SVC-VNRSwA	HD Remote Support - Video A/V Pref rate	Help Desk/Remote Support - Video, A/V	\$125.00/hr	
		Preferred rate	(1 hr. minimum)	
SVC-VNOSwA	On-site Support Video A/V Pref Rate	On-site Field Engineer - Video, A/V	\$125.00/hr	
		Preferred rate	(4 hr. minimum plus expenses)	
SVC-VNProSRwA	PS Remote Support Video A/V Pref Rate	Pro-Services Remote Support	\$225.00/hr	
		Preferred rate	(1 hr. minimum)	
SVC-VNProSOwA	PS On-site Support Video A/V Pref Rate	Pro-Services On-site Support	\$325.00/hr	
		Preferred rate	(4 hr. minimum plus expenses)	

Video/Networking Equipment - Applicable rates without Maintenance Agreement in effect

Model #	QuoteWerks Description	Description		USA SRP Price	Channel Cost
SVC-VNRS	HD Remote Support Video A/V NA	Help Desk/Remote Support - Video, A	٩V	\$195.00/hr	\$140.00/hr
				(1 hr. minimum)	(1 hr. minimum)
SVC-VNRSPRE	HD Remote Support Video A/V NA after hrs	Help Desk/Remote Support - Video A	4/V	\$250.00/hr	\$200.00/hr
		After hours, weekends and holidays		(1 hr. minimum)	(1 hr. minimum)
SVC-VNOS	On-site Support Video A/V NA	On-site Field Engineer - Video, A/V		\$195.00/hr	\$170.00/hr
				(4 hr. minimum plus expenses)	(4 hr. minimum plus expenses)
SVC-VNOSPRE	On-site Support Video A/V NA after hrs	On-site Field Engineer - Video, A/V	After	\$300.00/hr	\$225.00/hr
		hours , weekends and holidays		(4 hr. minimum plus expenses)	(4 hr. minimum plus expenses)
SVC-VNProSR	PS Remote Support NA normal hrs	Pro-Services Remote Support		\$250.00/hr	
		(normal business hours only)		(1 hr. minimum)	
SVC-VNProSO	PS On-site Support NA normal hrs	Pro-Services On-site Support	(normal	\$375.00/hr	
1		business hours only)		(4 hr. minimum plus expenses)	

Site Certification, Deinstallation, Reinstallation & Project Manage

Optional Services Available

Model #	QuoteWerks Description	Description	USA SRP
SVC-DEINSTALL	De-install room system	De-Install Room System	\$1,000
SVC-REINSTALL	Re-install room system	Re-Install Room System	\$1,500
SVC-DE/RE	De-install/Re-install same day	Same Day System De-install and Re-install	\$2,000
SVCPM	Project Manager - Endpoint	Project Manager - Endpoint	\$200
SVCPM-MCU	Project Manager - MCU	Project Manager - MCU	\$1,000
SVC-RC	Remote System Certification	Remote System Certification	\$250
SVC-OC	On-site System Certification Visit	On-site System Certification Visit **	\$1,000

^{**} Recertification is for any system not under warranty and where a Service Agreement is desired. This visit includes travel and expenses, time on-site and evaluation of customer equipment.

Part Number	QuoteWerks Description	Description
SVC-RC	Remote System Certification	Remote Maintenance System Certification Fee
		(to be quoted per video system and per network node)
		This is required for all equipment that maintenance is quoted for that has not be immediately installed by Wire On

ı	SVC-OC	On-site Maintenance System Certification Fee
		(to be quoted per video system and per network node)
		This is required for all equipment that maintenance is quoted for that has not be immediately installed by Wire One,
ŀ		

Part Number	QuoteWerks Description	Description
SVCPM	Project Manager - Endpoint	Dedicated Project Manager Service includes:
		- Dedicated PM as your Wire One single point of contact.
		- Lead project status meetings.
		- Management of implementation schedules.
		- Scheduling of Wire One on-site resources.
		- Deliverable definitions which are used to indicate specific tasks that need to be performed.
		- Task sequencing will identify project dependencies.
		- Task duration will determine the amount of time needed to complete activity tasks.
		- Schedule control will be used to maintain project timelines and communicate project issues with all project
		resources. Review of specialized equipment qualification and verification. These activities are conducted during project kickoff meetings and confirmed upon equipment delivery. Verify correct shipment and delivery. Coordinate communications and management of project Time, Quality, and Risks. Coordinate shipping and installation activities. Coordinate installation resources with site readiness. Review of specialized network configuration verification/checklist for various video and audio network options. QA of installation ensuring customer satisfaction. Coordination of overview training and appropriate formal training. Coordination of transition of hardware and software support.

Part Number	QuoteWerks Description	Description
SVCPM-MCU	Project Manager - MCU	Dedicated Project Manager Service includes:
	-	- Dedicated PM as your Wire One single point of contact.
		- Lead project status meetings.
		- Management of implementation schedules.
		- Scheduling of Wire One on-site resources.
		- Deliverable definitions which are used to indicate specific tasks that need to be performed.
		- Task sequencing will identify project dependencies.
		- Task duration will determine the amount of time needed to complete activity tasks.
		- Schedule control will be used to maintain project timelines and communicate project issues with all project
		- Review of specialized equipment qualification and verification. These activities are conducted during project
		- Verify correct shipment and delivery.
		- Coordinate communications and management of project Time, Quality, and Risks.
		- Coordinate shipping and installation activities.
		- Coordinate installation resources with site readiness.
		- Review of specialized network configuration verification/checklist for various video and audio network options.
		- QA of installation ensuring customer satisfaction.
		- Coordination of overview training and appropriate formal training.
		- Coordination of transition of hardware and software support.

Dedicated Project Manager Service includes: (con't)
In Addition to Endpoint Services the following MCU activities will be coordinated by the Project Manager:
- Qualify/Review with the customer the MCU as a whole system. Discussion with the customer regarding
every aspect of what they expect the bridge to do to make sure they have the right resources and the
correct cards for their desired application.
- Verify correct shipment and delivery of multiple cards, as well as, the MCU itself.
- Confirm customer has network in place for video calls on MCU, including any necessary multiple drops.
- Verify 10/half minimum Ethernet drop for management port of MCU.
- Verify management console available on customer's network to facilitate configuration of MCU and allow
customer's administration of MCU after installation.
- Verify analog line for remote management of MCU (required if Wire One One Care purchased). Coordinate
installation with Help Desk, to test remote management and assist in proper configuration of MCU.
- Verify topology of video network for H.323 deployment. Usually requires the PM to coordinate the install and
communicate with several different contacts.
After installation is complete, proof of concept and testing usually requires coordination and scheduling with
multiple customer endpoints and locations in addition to the installation location of the MCU.
multiple customer endpoints and locations in addition to the installation of the inco.

Part Number	QuoteWerks Description	Description
SVC-DEINSTALL	De-install room system	System Deinstallation Includes up to 4 hours of on-site labor and all travel expenses, a Wire One field engineer will deinstall system and a include packing, however, field
SVC-REINSTALL	Re-install room system	System Reinstallation Includes up to 8 hours of on-site labor and all travel expenses, a Wire One field engineer will unpack and reinstall s involved, customer will need to provi
SVC-DE/RE	De-install/Re-install same day	Same Day System Deinstallation/Reinstallation Includes up to 8 hours of on-site labor and all travel expenses. Each additional labor hour will be invoiced at \$150.0

Normal Business Hours

Normal Business Hours are defined as Monday through Friday, exclusive of holidays, from 8:00 AM to 5:00 PM in the local time zone.

Site Survey Requirements

Wire One can provide site surveys prior to each installation. The available site survey options are detailed below:

1 Telephonic Site Survey

- * Video tape and manual sent to the site
- * Individual at the site views the video tape
- * Individual then completes the forms in the manual and returns them
- * Phone support (if required) will be avaliable for the individual while completing the forms

Schedule: Order received to package shipment

ordering model #	item	USA SRP
920-TSS-01-MISC	Telephonic Site Survey	\$ 385/ea

2 Basic Physical Site Survey

- * Representative visits the site
- * Fundamental design considerations reviewed with customer via a series of questions
- * Sketch of the room will be completed
- * Survey report will be generated and include a list of recommendations

Schedule: Order received to on-site visit

Site visit to report delivery

ordering model #	item	USA SRP
920-BSS-01-MISC	Basic Physical Site Survey	\$ 765/ea

3 Enhanced Physical Site Survey

- * Representative visits the site
- * Fundamental design considerations reviewed with the customer via a series of questions
- * Sketch of the room completed
- * Survey report generated. This report will include a list of recommendations, a suggested room layout and Order received to on-site visit

Site visit to report delivery

ordering model #	item	USA SRP
920-ESS-01-MISC	Enhanced Physical Site Survey	\$ 1,175/ea

Basic Installation Services / Statement of Work

Normal installation schedule interval is ten (10) business days.

Basic System Installation Services (For Room Systems)

Installation pricing covers the necessary on-site labor, performed during normal business hours. Installations and/or services provided outside of normal business hours

The following services are provided by Wire One Technology Services for all system installations:

Prior to On-Site Installation (in conjunction with customer)

- Contact end user to schedule implementation.
- Review technical requirements, including network information.
- Schedule Technician for installation.
- Contact end user to verify equipment delivery.
- Contact end user to verify network installation/readiness.
- Dispatch Technician or reschedule if equipment/network are not available.

On-Site Installation

- Unpack equipment from original shipping containers.
 - Inspect equipment for visible damage.
 - Set up system cart
- Install system components within the roll-about cabinet (if purchased/provided).
- Connect equipment to the network interface device.
- Dress (tie-wrap) cables within the roll-about cabinet.
- Install auxiliary cameras, system control peripherals, microphones and other provided accessories using provided standard cables and extenders.
- Perform power-up, initial system configuration, and system diagnostics. Confirming system equipment is functioning properly in the local loop-back configuration.
- Resolve normal installation problems.
- Place and receive a remote video call. If the network is functional at the time of the install, the technician will Perform a remote video call.
 - If the network is not functional at the time of the install, the technician will test the system in a loopback from the network interface device, if available, or in a local codec loopback. The end user may request a return service call, billable at the current Time and Material rates to have a technician place and receive a remote video call when the network and access device are available and operational.
- Provide end user with a brief Overview (orientation) of the system and its operation.
- Initiate applicable Warranty/Maintenance Agreement, per order. This will include providing the end user with the appropriate Technical Assistance Center telephone number.
- Conduct a Quality Assurance review within one week following completion of installation.

End User (Customer) Responsibilities

- End user should provide a single point of contact to coordinate all installation activities.
- End user is responsible for all furniture, electrical, and network services.
- Network connections must be provided at the equipment location on standard communication wall jacks.
- Compliance with national and local building, electrical, fire, and earthquake codes are the end user's responsibility.
- End user facilities personnel are responsible for the installation of any fixtures prior to the scheduled installation date.
- End user is responsible for the movement of equipment from the dock to the room.
- Installation includes testing and successful local loopback. The Customer is responsible for verification of correct network provisioning, including end-to-end test and premise wiring, prior to the scheduled installation date.
- Most systems provide some form of remote diagnostic capability. Appropriate direct-dial, analog phone lines are required. At least one additional line, with a hand-set should be provided to allow the technician and/or end user to work with the Technical Assistance Center in resolving problems.
- Facilities and network systems should be available throughout the scheduled installation and at least one (1) working day there after.
- Communications personnel should be available to resolve and issues which may arise during the installation.
- Have appropriate personnel (up to four individuals) available to attend the Overview session.
- Sign Customer Acceptance Form, which initiates applicable Warranty/Maintenance Agreement.
- Provide person to assist in moving and lifting monitors larger than 27". (If customer is unable to provide this assistance, Wire One will assess a fee of \$250 AND provide this additional person.)

Optional System Installation Services

The following installation services are NOT included in the basic Installation. These are optional services, which may be quoted and provided on an individual case basis.

- Additional and/or special mounting, cabling or cable modifications. cabling run through conduit/floor troughs.
- Provide additional person to assist in moving and lifting monitors larger than 27".
- Any installation services performed after hours or on weekends.
- Additional trips and/or time on-site due to missing materials or network problems.
- Relocation of components outside of the provided roll-about carts.
- Training
 - User training via video or on-site.
 - System Administrator training on-site.
 - Technical Personnel training.

Note: The brief overview/orientation session is not intended as a substitute for formal system training.

De-Installation

Normal de-installation schedule interval is ten (10) business days.

Basic De-Installation Services (For Room Systems)

De-installation pricing is provided for labor during normal business hours. Additional time and/or work performed after hours will be billed at Time & Materials rates

The following services are provided by Wire One for all roll-about and desktop system de-installations:

- Disconnecting equipment from the network interface device.
- Disconnecting provided accessories.
- Removal of monitors from carts (when applicable). Note that for moving monitors of 27" or larger, a second person is required for lifting/moving. The end user may provide this individual, or Wire One will provide this individual at an additional cost of \$250.
- Preparing equipment for shipment. Note that the end user is responsible for boxing/crating equipment. (See Moving Company Service option).

Optional De-Installation Services

The following de-installation services are NOT included in the basic de-installation. These are optional services which may be quoted and provided on an individual case

Moving Company Service

Wire One Networks will coordinate a moving company to arrive to pick up equipment on the day the equipment is

Other Optional Services

Wire One will be pleased to provide a quotation upon request for these services:

- De-installation work in excess of six hours on-site, or to be performed after hours or on weekends
- De-installation of non-manufacturerer provided accessories. Note that a list of the accessories must be provided with RFQ.
- De-installation of network interface equipment. (Please provide manufacturer and model of equipment with RFQ.)
- De-installation of equipment installed in non-manufacturer carts or custom rooms
- De-installation of any monitors installed in any location other than on the proper cart.
- Provision of a second person to assist in lifting/moving monitors 27" or larger.

If you require services not listed in this document, please contact your Sales Representative for guidance.

Telephone Technical Support

Technical phone support is available 24 hours a day, 7 days a week via a toll free phone number. This service consists of identifying, diagnosing, and resolving customer problems and questions. The Technical Assistance Center (TAC) staff of qualified t

On-Site Service

On-site support will be provided by noon next business day, by a Wire One-trained technician, provided that Wire One's TAC determines by 4:00 p.m. local site time on a business day that on-site support is needed.

^{*}This is dependent on the service program that is in effect.

User Orientation Outline for Videoconference Systems

- * Overview of System Components
- * Turning the System On
- * Placing and Receiving Calls

Types of calls this system can place and receive

Placing Calls

Calling from the Speed Dial List

Manual Dialing

Answering Calls

Using the Address Book

Adding a Site

Dialing from the Address Book

Deleting a Site

Ascend IMUX Calling Profiles (where applicable)

* Using Local Cameras Selecting a Camera to Send Positioning a Camera

* Using and Setting Presets

* Using Remote Cameras Selecting a Camera to Send Positioning a Camera

Using and Setting Presets

Restrictions on Remote Camera Control

* In Case of Difficulty

Use of Loop-backs and Test Numbers How to Contact Wire One for Assistance

- * Turning the System Off
- * Initiate applicable Warranty/Maintenance Agreement, per order.
 This will include providing the end user with Technical Assistanc
 Center telephone number.
- * Conduct a Quality Assurance review.

1. Non-Contract on-site labor rates has a 4 hour minimum. Non-Contract on-site labor rates do not include any expenses. Expenses will be invoiced as incurred, plus a 10% administrative fee.

2. Special services such as after hour installations are available; custom quote required.

Non-Warranty Telephone Support has a 1 hour minimum and is billed in 15 min. increments
after the first hour.

ement Fees

	List Price
	\$250/per
	system/
has not been previously maintained by Wir	network
	node

	\$1,000/per
	\$1,000/per system/
has not been previously maintained by Wi	network
	node

List Price
\$200/per system
system

 List Price
\$1,000/
per system

	List Price
Ill videoconferencing related components, prepare equipment for relocation (does not	\$1,000
ystem and all videoconferencing related components (when monitors/plasmas are	\$1,500
)0 per hour.	\$2,000

Wire One Technology, Inc.

	WIRE ONE-POLYCOM PRICE GUIDE		
	WIRE ONE-POLICOW PRICE GUIDE		
PART NUMBER	DESCRIPTION	LIST PRICE	% DISCOUNT OFFERED
PART NUMBER	Description	LIST PRICE	Disc
FAILT NOMBER	<u>bescription</u>	LIST FIXICE	DISC
	Product Line Section Heading - SoundStation Systems		
	With the Polycom SoundPoint Pro, both parties can talk at the same time. Meeting		y. Productivity increases. The phones
	have an integrated headset amplifier, programmable speed dials, and an easy to us - Simultaneous, two-way (Full-duplex) conferencing performance	se teature set.	
	- Caller ID with Caller ID on Call Waiting - 32-Character LCD display		
	- 99-Number call history directory		
	- Any-key dialing		
	 Integrated headset amplifier, hanger, and controls Programmable speed dials 		
	36 for SE-220		
	99 for SE-225 SoundPoint Pro SE-220 Desktop Conference Phone - Ideal for one-to-one convers	ations, this single-m	nic solution is ideal for small/home
	offices and small business conferencing environments.		
	SoundPoint Pro SE-225 Professional Conference Phone - Optimized for the office.	neypau activated fe	ar mic provides up to 500-degree
2200-06000-001	SoundPoint Pro 3-Line Desktop	\$299	15%
2200-06315-001 2200-06325-001	SoundPoint Pro SE-220 2-Line Desktop Conference Phone SoundPoint Pro SE-225 2-Line Professional Conference Phone	\$199 \$249	15% 15%
2200-06323-001	SoundFoint Fit SE-223 2-Line Fittlessional Conference Fitting	φ249	1576
PART NUMBER	Description	LIST PRICE	Disc
PART NUMBER	Description	LIST PRICE	<u>Disc</u>
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems	LIST PRICE	Disc
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX)	LIST PRICE	Disc
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP)	LIST PRICE	Disc
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX)	LIST PRICE	Disc
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD)	LIST PRICE	<u>Disc</u>
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM)	LIST PRICE	<u>Disc</u>
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM)	LIST PRICE	Disc
PART NUMBER	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM)	LIST PRICE	Disc 9%
	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225)		
1310-04469-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range)	\$3	9%
1310-04469-001 1310-04820-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225)	\$3 \$69	9% 9%
1310-04469-001 1310-04820-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range)	\$3 \$69	9% 9%
1310-04469-001 1310-04820-001 1310-04820-002	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225)	\$3 \$69 \$79	9% 9% 9% 9%
1310-04469-001 1310-04820-001 1310-04820-002 1465-06590-002	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier Wilics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225)	\$3 \$69 \$79	9% 9% 9% 9%
1310-04469-001 1310-04820-001 1310-04820-002	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225)	\$3 \$69 \$79	9% 9% 9% 9%
1310-04469-001 1310-04820-001 1310-04820-002 1465-06590-002	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier Wilics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225)	\$3 \$69 \$79	9% 9% 9% 9%
1310-04469-001 1310-04820-001 1310-04820-002 1465-06590-002	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier Wilics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225)	\$3 \$69 \$79	9% 9% 9% 9%
1310-04469-001 1310-04820-001 1310-04820-002 1465-06590-002	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier Wilics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225)	\$3 \$69 \$79	9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 1465-06590-002 2465-04934-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply	\$3 \$69 \$79 \$14 \$16	9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 2465-06590-002 2465-04934-001 2457-04499-002 2457-04499-003 2457-04499-004	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation EX (SX) SoundStation Premier (SSP) SoundStation Premier DEFINITY Direct (SSPD) SoundStation Premier Wilcs (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply Cable - Telephone Cable (blue) Cable - Telephone Cable (green)	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7	9% 9% 9% 9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 1465-06590-002 2465-04934-001 2457-04499-003 2457-04499-004 2457-04500-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier (SSP) SoundStation Premier PEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Cable - Telephone Cable (blue) Cable - Telephone Cable (green) Cable - Console Cable	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7 \$7 \$8	9% 9% 9% 9% 9% 9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 2465-04934-001 2457-04499-002 2457-04499-003 2457-04500-001 2457-06223-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier (SSP) SoundStation Premier PEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Cable - Telephone Cable (blue) Cable - Telephone Cable (green) Cable - Console Cable Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225)	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7 \$7 \$8 \$7	9% 9% 9% 9% 9% 9% 9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 1465-06590-002 2465-04934-001 2457-04499-003 2457-04499-004 2457-04500-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier (SSP) SoundStation Premier PEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Cable - Telephone Cable (blue) Cable - Telephone Cable (green) Cable - Console Cable	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7 \$7 \$8	9% 9% 9% 9% 9% 9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 2465-04934-001 2457-04499-002 2457-04499-003 2457-04500-001 2457-06223-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier (SSP) SoundStation Premier PEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Cable - Telephone Cable (blue) Cable - Telephone Cable (green) Cable - Console Cable Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225)	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7 \$7 \$8 \$7	9% 9% 9% 9% 9% 9% 9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 2465-04934-001 2457-04499-002 2457-04499-003 2457-04500-001 2457-06223-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier (SSP) SoundStation Premier PEFINITY Direct (SSPD) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Cable - Telephone Cable (blue) Cable - Telephone Cable (green) Cable - Console Cable Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225)	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7 \$7 \$8 \$7	9% 9% 9% 9% 9% 9% 9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 2465-04934-001 2457-04499-002 2457-04499-003 2457-04500-001 2457-06223-001 2457-06224-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier (SSP) SoundStation Premier w/Mics (SSPM) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply Cable - Telephone Cable (blue) Cable - Telephone Cable (yellow) Cable - Telephone Cable (green) Cable - Console Cable Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225) Interface Module (LIM) - 3-Line	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7 \$8 \$7 \$7 \$7	9% 9% 9% 9% 9% 9% 9% 9% 9% 9%
1310-04469-001 1310-04820-002 1310-04820-002 2465-06590-002 2465-04934-001 2457-04499-002 2457-04499-004 2457-04500-001 2457-06223-001 2457-06224-001	Product Family Subsection Legend - Accessories - Soundstation Systems SoundStation (SS) SoundStation Premier (SSP) SoundStation Premier (SSP) SoundStation Premier w/Mics (SSPM) SoundStation Premier w/Mics (SSPM) SoundStation Premier Satellite (SSPS) Headset Hanger (Also for SE-220 & SE-225) Headset by Plantronics - CHS142N (Also for SE-220 & SE-225) Stratus on the Go Headset by GN Netcom Inc. (coiled cable for maximized range) (Also for SE-220 & SE-225) Power Supply (for SE-220 & SE-225) Power Supply Cable - Telephone Cable (blue) Cable - Telephone Cable (yellow) Cable - Telephone Cable (green) Cable - Console Cable Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225) Cable, Telco, 4 Conductor, Black (SPRO 3.0) (for SE-220 & SE-225)	\$3 \$69 \$79 \$14 \$16 \$7 \$7 \$7 \$7 \$8 \$7 \$7	9% 9% 9% 9% 9% 9% 9% 9% 9% 9%

PART NUMBER	Description	LIST PRICE	Disc
, HOMBEN			2.00
	Product Line Section Legend - Voicestation 100 Systems		
	Why wait for a conference room? VoiceStation 100 Systems		
	conferencing to offices and other smaller meeting areas. VoiceStation 100 is		
	affordable for just about any office, and is ideal for meetings of up to 4 participant VoiceStation 100 is the meet-any-time conference phone that will have everybody		n voice technology and styli
	- Full-duplex performance	y taiking:	
	- 3 microphones/1 speaker		
	- Mute, flash, hold, redial - Data port		
	- Wall mountable		
	- 33% smaller than SoundStation		
2200-06846-001	VoiceStation 100 for North America	\$299	15%
2200 000 10 00 1	- Constitution of the House and the Constitution of the Constitution of the House and the Constitution of the Constitution o	\$200	,,,
PART NUMBER	<u>Description</u>	LIST PRICE	Disc
4705.05			-
1725-06866-001	Voice Station 100 User Guide: North America	\$5 ¢£	9%
1725-06866-101	Voice Station 100 User Guide: EMEA VoiceStation 100 Wallmod: North America, Central America, South America,	\$5	9%
2200-06856-001	Mexico	\$99	9%
PART NUMBER	Description	<u>LIST PRICE</u>	<u>Disc</u>
	Product Line Section Legend - SoundStation VTX 1000 Systems		
	No more huddling around the phone! No more having to repeat yourself! Polyco	m's	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting	m's	
	No more huddling around the phone! No more having to repeat yourself! Polyco	m's	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself.		
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphone.	e	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon-Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability	e	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon-Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility	e	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphone. Wideband audio with Acoustic Clarity Technology: you'll think you're in the same. Software Upgradeability - Maximum configuration flexibility - Easy to install and use	e	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphone. Wideband audio with Acoustic Clarity Technology: you'll think you're in the same. Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones.	e	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon - Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone	e e room	
2200-07142-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphone. Wideband audio with Acoustic Clarity Technology: you'll think you're in the same. Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones.	e	45%
2200-07142-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon-Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only.	e e room	45%
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon - Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference	e e room	
2200-07142-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon- Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Subwoofer North America. To be sold by Professional Voice Solutions Certified	e e room \$1,799	45% 45%
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon-Wideband audio with Acoustic Clarity Technology: you'll think you're in the same Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only.	e e room \$1,799	
	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon - Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Pofessional Voice Solutions Certified Dealers only.	e e room \$1,799	
2200-07500-001 2200-07585-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon- Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only.	\$1,799 \$1,499 \$2,848	45% 45%
2200-07500-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon - Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only.	e e room \$1,799	45%
2200-07500-001 2200-07585-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon- Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only.	\$1,799 \$1,499 \$2,848	45% 45%
2200-07500-001 2200-07585-001 2200-07685-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphon-Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only. Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$1,799 \$1,499 \$2,848 \$3,398	45% 45% 45%
2200-07500-001 2200-07585-001 2200-07685-001	No more huddling around the phone! No more having to repeat yourself! Polyco revolutionary SoundStation VTX 1000 is the world's first automatically adapting conference phone for life-like sound in any sized conference room or Executive office. It allows multiple people to have an efficient and productive conference call free from having to lean into the phone or repeat oneself. - Amazing room coverage: speak naturally from up to 20 feet from the microphone. Wideband audio with Acoustic Clarity Technology: you'll think you're in the same - Software Upgradeability - Maximum configuration flexibility - Easy to install and use Models are available with and without the extended microphones. SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics - North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 (EX Mics Not Included) - fully automatic conference phone featuring VTX Wide band voice and Automatic Gain Control, includes Subwoofer North America. To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Not Included). To be sold by Professional Voice Solutions Certified Dealers only. SoundStation VTX 1000 Bundle Twin Pak (EX Mics Included). To be sold by Professional Voice Solutions Certified Dealers only. Bundle: Vortex EF2241 and SoundStation VTX 1000 (Wo EX microphones and subwoofer) North America. Only Qualified Registered Resellers may purchase	\$1,799 \$1,499 \$2,848 \$3,398	45% 45% 45%

POLYCOM POLYCOM Product Line Section Legend - SoundStation Premier Systems POLYCOM SoundStation Premier provides high-quality sound for medium sized conference rooms or Executive offices. Our full-duplex technology allows POLYCOM you to talk and listen at the same time, just as naturally as if you were in the same room. POLYCOM Full-duplex performance POLYCOM Echo cancellation delivers "handset quality" sound POLYCOM Noise reduction and automatic gain control remove background noise POLYCOM Integrated 16-character LCD display POLYCOM Hypercardioid microphones perform up to 20db better than "speakerphones" POLYCOM SoundStation Premier (non-expandable) - Optimized for medium sized conference rooms POLYCOM SoundStation Premier EX (expandable) - The same outstanding quality as the basic model, but includes microphone ports and remote POLYCOM SoundStation Premier EX with two EX microphones - Includes 2 external extension mics for improved meeting coverage POLYCOM 2200-01900-001 SoundStation Premier (w/ Expandability and IR Remote Keypad) \$999 45% POLYCOM 2200-03200-001 SoundStation Premier w/Two Extended Hypercardioid Microphones \$1,299 45% POLYCOM SoundStation Premier w/Two Extended Hypercardioid Microphones & Wireless 2200-03400-001 \$1.599 45% POLYCOM Microphone System 2200-05200-001 \$799 45% SoundStation Premier (Non-Expandable) POLYCOM SoundStation Premier (Non-Expandable) 'Blue Slate' POLYCOM 2200-05202-001 \$799 45% SoundStation Premier (Non-Expandable) 'Sand Drift' 2200-05203-001 45% POLYCOM \$799 POLYCOM POLYCOM POLYCOM POLYCOM 2200-02600-001 SoundStation Premier Satellite with 900 MHz Wireless Mic (*1) \$999 45% 2200-02601-001 SoundStation Premier Satellite Non-Wireless (*1) \$699 45% POLYCOM 2200-09000-001 Bundle 1: Satellite Without Wireless Capability and Premier (Non-Expandable) \$1,399 45% POLYCOM Bundle 2: Satellite Without Wireless Capability and Premier EX With Two EX 2200-09100-001 \$1,799 45% POLYCOM Mics 2200-09200-001 Bundle 3: Satellite WITH Wireless Mic & Premier EX with Two EX Mics \$2,199 45% POLYCOM Bundle 4: Satellite WITH Wireless Mic, Two EX Mics & Premier EX with Two EX 2200-09300-001 \$2,499 45% POLYCOM Bundle 5: Satellite without Wireless Capability with Two Hypercardioid Mics and 2200-09400-001 \$1,999 45% POLYCOM Premier EX With Two Hypercardioid Mics POLYCOM Product Line Subsection Footnote - SoundStation Premier & Satellite Systems POLYCOM *1 - REMINDER: Customer installing Premier Satellite with a previously installed Premier unit should be advised that the Satellite console POLYCOM replaces the Walmod or Unimod power supply. *2 - IMPORTANT: Premier Satellite is supported by software revision "C" or later - please confirm that the software is "Satellite Compatible" POLYCOM for previously installed Premier units POLYCOM POLYCOM POLYCOM Product Line Section Legend ¿ SoundStation Systems POLYCOM POLYCOM SoundStation's style and functionality are known throughout the world. That's because SoundStation conference phones make natural, full-duplex (two-way) conversations easy without 'clipping' or distortion. They are powered by Polycom's Acoustic Clarity Technology - our award-winning voice POLYCOM POLYCOM communications technology. Echo cancellation and noise suppression adapt automatically to changing POLYCOM POLYCOM ooms and telephone lines Mute buttons/dual color LED status lights POLYCOM POLYCOM Three quality cardioid microphones POLYCOM Full-duplex operation makes conversation natural and clear SoundStation (non-expandable) - Ideal for day-to-day group collaboration in ad-POLYCOM POLYCOM hoc meeting rooms, breakout rooms, and small-to-medium conference rooms. POLYCOM SoundStation EX (expandable) - Two expandable mic ports make the EX ready POLYCOM for improved meeting coverage POLYCOM SoundStation EX with two EX microphones - Includes 2 external extension mics POLYCOM POLYCOM 2200-00106-001 SoundStation \$499 45% 2200-00696-001 SoundStation EX w/Two Extended Mics \$799 45% POLYCOM POLYCOM 2200-00697-001 SoundStation EX w/Two Extended Mics & Wireless Mic System \$1.099 45% POLYCOM 2200-01423-001 SoundStation EX (expandable) \$599 45% 2705-00106-001 SoundStation Limited Edition (non-expandable) - Millennium Graphite 45% POLYCOM \$499 POLYCOM 2705-00106-002 SoundStation Limited Edition (non-expandable) - Lunar Silver \$499 45%

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LVCOM					
LYCOM LYCOM	PART NUMBER	Description	LIST PRICE	Disc	
YCOM	TARTITOMOLIK	<u> </u>	<u> </u>	<u> 5100</u>	
YCOM		Product Family Legend - Accessories SoundStation Systems			
YCOM		SoundStation (SS)			
YCOM		SoundStation EX (SX)			
YCOM YCOM		SoundStation Premier (SSP) SoundStation Premier 500D/550D (DEFINITY) (SSPD)			
YCOM		SoundStation Premier 900b/330b (BET NATT) (SSPB)			
YCOM		SoundStation Premier Satellite (SSPS)			
YCOM		·			_
/COM					
YCOM					
YCOM	1725-01172-001	User Guide, Eng/Frn/Spn - SS	\$5	9%	
YCOM	1725-01173-001	User Guide, Eng/Fre/Spa/Jap - SX	\$3	9%	
YCOM	1725-02947-001	Quick Install Card - SSP	\$2	9%	
YCOM	1725-02974-001	User Guide, English Only - SSP	\$5	9%	
YCOM	1725-03988-001	User Guide, Addendum English Only - SSPS	\$5	9%	
YCOM	1725-06413-002	User Guide to DEFINITY Direct - SSPD	\$5	9%	
YCOM					
YCOM					
YCOM		· · · · · · · · · · · · · · · · · · ·			
YCOM	1676-00259-001	Soft Carrying Case - SS, SSP	\$99	9%	
YCOM	2200-00501-001	Metal Carrying Case - SS, SX	\$189	9%	
YCOM	2200-03153-001	Metal Carrying Case - SS, SSP	\$189	9%	
YCOM					
YCOM					
YCOM					
YCOM	2200-03000-001	IR Remote Control - SSP	\$39	9%	
YCOM					
YCOM					
YCOM					-
YCOM	2200-01906-001	Video Interconnect - SS & SSP	\$119	9%	
YCOM					
YCOM					
YCOM					
YCOM	2200-05100-001	Wall Module - SS, SX, SSP, SSPX - 110v Only	\$149	35%	
YCOM			V		
YCOM					
YCOM					
YCOM	2200-00698-001	Extended Mic Pods (2) - SX	\$299	35%	
VCO14	2200-00699-001	Wireless Microphone System, Frequency A = 171.905MHz - SS and SSP - ** See	\$399	9%	
YCOM		Footnote Below Regarding Frequency and Country Availability Wireless Microphone System, Frequency F = 203.400MHz - SS and SSP - ** See			
YCOM	2200-00699-002	Footnote Below Regarding Frequency and Country Availability	\$399	9%	
COM	2200-02138-001	2 Ext. Hypercardioid Mics - SSP	\$399	40%	
COM [· M	****		
YCOM		Product Family Subsection Footnote -			
YCOM		** Available in the U.S. only frequencies may interfere with other public networks	i.		
/COM		** Two frequencies are available to avoid interference if 2 units are used in adjoining	ng rooms.		
COM					1
/COM					
YCOM		<u> </u>			<u> </u>
COM	1520-03690-001	Battery Pack - SoundStation Premier Satellite Battery Pack - SSPS	\$35	9%	
COM [.020 0000 001		400		
COM					
YCOM					
YCOM	2200-00675-001	Cable - Ext. Mic Cables, 6ft, round (2) - SX, SSP	\$29	9%	
YCOM	2200-00675-002	Cable - Ext. Mic Cables, 10ft, round (2) - SX, SSP	\$29	9%	
	2200-00675-003	Cable - Ext. Mic Cables, 25ft, round (2) - SX, SSP	\$29	9%	
YCOM	2200-00073-003				
YCOM	2457-00449-001	Cable - RJ45 Satellite to Premier Console Cable; 25ft	\$29	9%	

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М	2457-04931-001	Security Kit (KA-Keyed Alike). Includes Cable, lock/key, hardware, instructions	\$49	9%	
М	2457-04931-002	Security Kit (KD-Keyed Different). Includes Cable, lock/key, hardware, instructions	\$49	9%	
м	2457-04931-003	Security Kit (MK-Keyed Differently, with a Master Key) *Special Order, Longer Lead. Includes Cable, lock/key, hardware, instructions	\$59	9%	
М		Lead. Includes Capie, lockney, nardware, instructions			
М					
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М	1710-00469-003	Shipping Box	\$9	3%	
М	1710-02828-001	Shipping Box - SSP	\$9	3%	
И	1710-03175-001	Shipping Box, New (4 Color) - SS	\$9	3%	
M	1710-04537-001	Shipping Box - SSPS	\$9	3%	
И	2710-00328-001	Ship Kit, (10/bx) (Box,Foam,Guide) - SS,SX	\$190	3%	
M VI	2710-03612-001	Ship Kit (Box, Foam, Guide, Handle) - SSP	\$190	3%	
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м м	PART NUMBER	Description	LIST PRICE	Dina	_
M _	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
М					
и —					
и [1725-07246-001	User Guide, English, SSVTX	\$5	9%	
и –	1725-07247-001	Quick Install Guide English, SSVTX	\$3	9%	
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Л	2200-07156-001	ASSY,TOP,VTX,INTERFACE MODULE	\$199	45%	
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M	2215-07155-001	Extended Microphones (2), SSVTX	\$299	45%	
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Л 4	2565-07242-001	VTX 1000 Subwoofer, 110V	\$149	45%	-1
Λ _	2565-07242-001	VTX 1000 Subwoofer, 110V VTX 1000 Subwoofer, 220V	\$149	45%	-
Λ <u> </u>	2000-07242-002	VIA 1000 SUDWOOIEI, ZZOV	φ149	40%	
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и —		<u> </u>			
и [1457-07363-001	Cable - Subwoofer cable, 7ft - SSVTX	\$19	9%	
'i -	2200-41220-001	Cable - Ext. Mic Cables, 7ft, round (2), SSVTX	\$29	9%	
	2200-41220-002	Cable - Ext. Mic Cables, 15ft, round (2) SSVTX. Approved for North America only.	\$29	9%	
Λ		Cable - Ext. Mic Cables, 25ft, round (2) SSVTX. Approved for use world-wide,			=
Λ	2200-41220-003	except EMEA. Cable - Power Supply to Console Cable, 21ft - SSVTX Note: For Use with VTX	\$29	9%	-
И	2457-07690-001	1000 Systems ONLY.	\$29	9%	
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Λ Λ	1710-07513-003	Twin-Pack Overpack Box. Internal Boxes Not Included - SSVTX	\$5	3%	

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COM COM	PART NUMBER	Description	LIST PRICE	Disc	
COM					
COM		Product Family Section Legend-			
COM COM		*1 These products attach to an Avaya digital PBX through the Digital Voice Terminals listed			
COM COM		*2 Connects any analog Polycom conf phone directly to a Nortel® Meridian® or			
COM		Norstar® digital wall jack			
COM/		*3 Connects any analog Polycom conf phone to any digital phone system			
COM		through a Digital Voice Terminal handset port			
COM COM		*4 These SoundStation Premier products connect directly to any Avaya 64XX, 74XX, or 84XX digital wall jack* - no Digital Voice Terminal required (*Minor			
COM		exceptions apply - see data sheet)			
COM/		*5 These SoundStation Premier products connect directly to any Nortel Meridian			
COM		digital wall jack* - no Digital Voice Terminal required. (*Minor exceptions apply -			
COM COM		see data sheet)			_
COM					
COM		I			
		SoundStation Premier 550D Avaya - Expandable w/ Two External Microphones			
(0011	2305-06350-001	with Direct Connection to Avaya DEFINITY® PBX (Remote Control Not Included)	\$1,499	45%	
COM		*4. SoundStation Premier 550D Avaya - Expandable with Direct Connection for Avaya			
′СОМ	2305-06375-001	DEFINITY PBX (Remote Control Not Included) *4	\$1,199	45%	
	2205 07275 004	SoundStation Premier 500D Avaya - Non-Expandable with Direct Connection for	2002	450/	1
COM	2305-07375-001	Avaya DEFINITY PBX (Remote Control Not Included) *4	\$999	45%	
COM _		<u> </u>			1
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COM			0.105	4=01	
COM/	2305-00106-001	SoundStation (Polycom/Avaya Analog Co-branded)	\$499	45%	4
COM	2305-00696-001	SoundStation EX w/Two Extended Microphones (Polycom/Avaya Analog Co-	\$799	45%	1
COM COM	2305-01900-001	branded) SoundStation Premier EX (expandable) (Polycom/Avaya Analog Co-branded)	\$999	45%	\exists
JOIVI		Avaya DCP SoundStation - For Use w/Avaya 7102, 7400, 8102, 8400, & 8500			-
′СОМ	2305-03000-001	Voice Terminals *1	\$649	45%	
′СОМ	2305-03100-001	Avaya DCP SoundStation EX w/Two Extended Microphones - For Use w/Avaya 7102, 7400, 8102, 8400, & 8500 Voice Terminals *1	\$949	45%	
COM	2305-03200-001	SoundStation Premier EX w/Two Extended Hypercardioid Microphones (Polycom/Avaya Analog Co-branded)	\$1,299	45%	
COM	2305-03600-001	Lucent DCP SoundStation Premier EX (expandable) - For Use w/Avaya 7102, 7400, 8102, 8400, & 8500 Voice Terminals *1	\$1,199	45%	
JOIVI		Lucent DCP SoundStation Premier EX w/Two Extended Hypercardioid			-
	2305-03700-001	Microphones - For Use w/Avaya 7102, 7400, 8102, 8400, & 8500 Voice Terminals	\$1,499	45%	
COM		*1			
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COM _					
COM		SoundStation Premier 550D Nortel - Expandable mics not included, with Direct			7
COM	2200-07120-001	Connection for Nortel Meridian PBX (Remote Control Not Included) *5	\$1,099	45%	
		·			
	2200-07124-001	SoundStation Premier 550D Nortel - Expandable w/ 2 External Microphones with Direct Connection for Nortel Meridian PBX (Remote Control Not Included) *5	\$1,399	45%	
СОМ		· · · · · · · · · · · · · · · · · · ·			4
СОМ	2200-08120-001	SoundStation Premier 500D Nortel - Non-Expandable with Direct Connection for Nortel Meridian PBX (Remote Control Not Included) *5	\$899	45%	
COM _		Trans. Mondian 1 DX (Nomoto Obinior Not moladed) 3			
OM					
COM					
COM	2200-03111-001	Konexx DWint (Northern Telecom Telephone Adapter) *2	\$249	3%	
		Konexx Konference - Connects an analog conference phone in a digital PBX			
OM	2200-07922-001	environment. Attaches through the (analog) handset port of a digital phone terminal, eliminating the need for a separate analog line.	\$109	3%	
Öivi		processing and model for a departure unusey into			
COM	DARTING	Description	LIOT DEIGE	D:	
COM L	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
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COM					
СОМ					
СОМ	1725-07090-001	User Guide to 500D/550D (DEFINITY) - SSPD	\$4	9%	
СОМ	2215-06446-001	Cord Kit 500D/550D (DEFINITY) - SSPD	\$10	9%	
СОМ	2301-03433-001	Avaya DCP Wall Module Connector	\$149	20%	
СОМ	2301-06415-001	Interface Module 500D/550D (DEFINITY) - SSPD	\$259	9%	
OM	2465-06252-002	Power Adapter 500D/550D (DEFINITY)- SSPD	\$15	9%	
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COM		<u> </u>			
COM	1465-06252-002	Power Adapter 500D/550D (Meridian)- SSPD	\$15	9%	
COM		, ,			-
	2201-06415-003	Interface Module 500D/550D (Meridian) - SSPD	\$259	9%	1
COM					

POLYCOM	2215-06446-002	Cord Kit 500D/550D (Meridian) - SSPD	\$10	9%	
POLYCOM					
POLYCOM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
POLYCOM POLYCOM		Product Line Family Legend - Installed Voice Systems			_
POLYCOM		IMPORTANT!			
POLYCOM		Only Qualified Registered Resellers may purchase Installed Voice products and sy			
POLYCOM POLYCOM		Please contact Polycom to speak with an Installed Voice Systems Sales Represen Vortex provides a custom audio solution for conference rooms, training facilities, di			
POLYCOM		Vortex EF2280 - Mixes mics and other audio while canceling acoustic echoes and			•
POLYCOM		Vortex EF2241 - A companion to the Vortex EF2280 or stand-alone solution for me	edium sized roor	ms.	
POLYCOM POLYCOM		Vortex EF2201 - Phone add for voice and video conferencing applications. Vortex EF2211 - A stand-alone single channel acoustic echo canceller with telephore.	any interfese for	amall rooms and roll about applications	
POLYCOM		Vortex EF2211 - A stand-alone single channel acoustic echo canceller with telephic Vortex EF2210 - A stand-alone single channel acoustic echo canceller for small ro			
POLYCOM					_
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POLYCOM					
POLYCOM		Vortex EF2201 Phone Add - Includes power supply, user manual, software, Cat 5			7
POLYCOM	2200-82201-001	cable 15' telco cable. Approved for North America	\$995	28%	
		Vortex EF2210 Single-channel AEC / Noise canceller Includes power supply,			
POLYCOM	2200-82210-001	user manual, software, Cat 5 cable. Approved for North America, Japan and	\$1,995	28%	
POLICOW		Taiwan. Vortex EF2211 Single-channel AEC with built-in phone add - Includes power			
	2200-82211-001	supply, user manual, software, Cat 5 cable, 15' telco cable. Approved for North	\$2,695	28%	
POLYCOM		America.			
	2200-82241-001	Vortex EF2241 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing, Matrix Mixer, and Telephony interface Includes power supply, user manual, software,	\$3,995	28%	
POLYCOM	2200-02241-001	Cat 5 cable, 15' telco cable. Approved for North America.	\$3,995	20%	
		Vortex EF2280 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing and			
POLYCOM	2200-82280-001	Matrix Mixer Includes power supply, user manual, software, Cat 5 cable.	\$4,615	28%	
POLYCOW		Approved for North America, Japan and Taiwan. Vortex EF2280-EF2201 Package System Includes EF2280, EF2201, power			
	2200-82282-001	supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for	\$5,610	28%	
POLYCOM		North America.			
	2200 2222 004	Vortex EF2280-EF2241 Package System Includes EF2280, EF2241, power	\$0.260	200/	
POLYCOM	2200-82283-001	supplies, user manuals, software, two Cat 5 cables, 15' telco cable. Approved for North America.	\$8,360	28%	
		Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and			
DOLVOO!	2230-90022-001	subwoofer) North America. Only Qualified Registered Resellers may purchase	\$5,295	28%	
POLYCOM		Installed Voice products and systems. Bundle: Vortex EF2280 and SoundStation VTX 1000 (w/o EX microphones and			
	2230-90023-001	subwoofer) North America. Only Qualified Registered Resellers may purchase	\$5,895	28%	
POLYCOM		Installed Voice products and systems.			
POLYCOM					
POLYCOM					
POLYCOM					1
POLYCOM	1465-41366-001	Vortex EF200 & EF400 Power Supply	\$96	28%	
		Vortex Power Supply. 100-250V; 40W,3 Output (5V @ 3A, 15V @ 1.6A, -15V @			
POLYCOM	1465-80017-002	0.3A) ,5PIN DIN. Used for Vortex models EF2280, 2241, 2211, 2210 and 2201.	\$96	28%	
POLICOW		Does not include Country-specific power cord. Vortex EF-IR10 Infra-Red Remote Control for EF2280, EF1210, EF600*, EF200			
POLYCOM	2200-80010-001	(*with EF600 volume on EF200 only)	\$269	28%	
DOLYCOM	2200-80099-001	Vortex EF-IR11 Infra-Red Remote Control for use with EF2280, EF2241, EF2201,	\$349	28%	
POLYCOM		2211 and EF2210. Vortex EF22xx Accessory Kit. Contains twelve (12) Phoenix-type terminal			
POLYCOM	2215-80031-001	connectors for use with EF22xx models.	\$62	28%	
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POLYCOM	DADT NUMBER	Description	LIOT PRIOF	Dis.	
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
POLYCOM					
POLYCOM					_
POLYCOM	4865-06505-001	Polycom Consulting Hourly Rate	\$250	9%	
DOLVOOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
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POLYCOM					
POLYCOM					- 1
		Premier per unit, SoundPoint,, I Year, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, SW			1
	4870-00039-112	updates&upgrades (prices for other than 1 Yr to be prorated accordingly) - LIST	\$20	3%	1
POLYCOM		PRICE			1
		Premier, Account Based, 20 to 100 Phones per phone, SoundPoint, I Year, Parts			1
	4870-00039-118	shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST	\$16	3%	
POLYCOM		PRICE			

POLYCOM	4870-00039-120	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, I Year, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, SW updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$15	3%
POLYCOM	4870-00039-122	Premier,Account Based, 500+ Phones per phone, SoundPoint,, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades (prices for other than 1 Yr to be prorated accordingly) LIST PRICE	\$14	3%
POLYCOM	4870-00039-312	Premier, per unit, SoundPoint, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$45	3%
POLYCOM	4870-00039-318	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) - LIST PRICE	\$36	3%
POLYCOM	4870-00039-320	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$34	3%
POLYCOM	4870-00039-322	Premier, Account Based, 500+ Phones per phone, SoundPoint,, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) - LIST PRICE	\$32	3%
POLYCOM	4870-00039-512	Premier, per unit, SoundPoint,SoundPointIP, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$69	3%
POLYCOM	4870-00039-518	Premier, Account Based, 20 to 100 Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business HoursSW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$55	3%
POLYCOM	4870-00039-520	Premier, Account Based, 101 to 500 Phones per phone, SoundPoint, SoundPoint, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated	\$52	3%
POLYCOM	4870-00039-522	accordingly) LIST PRICE Premier, Account Based, 500+ Phones per phone, SoundPoint,, 5 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 5 yr to be prorated accordingly) LIST PRICE	\$49	3%
POLYCOM				
POLYCOM				
POLYCOM	4870-00039-160	Partner Premier, per unit, SoundPoint,SoundPoint IP, IYr, Qualified Service Partners only, Parts shipped premium day of call, Tel Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$10	3%
POLYCOM	4870-00039-168	Partner Premier, Acct Based,upto100 Phones/phone,SoundPt,, Qualified Svc Partners Only, I Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$9	3%
POLYCOM	4870-00039-170	PartnerPremier,Account Based,101-500Phones/phone,SoundPt,, Qualified Svc Partners Only, I Yr, Parts shipped premium day of call, TelTech Sppt During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated accordingly)	\$8	3%
	4870-00039-172	PartnerPremier,Acct Based,500+ hones/phone,SoundPt, Qualified Svc Partners Only, I Yr, Parts shipped premium day of call, TelTech Support During Bus.Hrs to Channel, SW updates&upgrades(prices for other than 1 Yr to be prorated	\$7	
POLYCOM				3%
	4870-00039-360	accordingly) Partner Premier, per unit, SoundPoint,SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to	\$23	3%
POLYCOM	4870-00039-360 4870-00039-368	Partner Premier, per unit, SoundPoint,SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During	\$23 \$20	
		Partner Premier, per unit, SoundPoint,SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier,AcctBased,20-100 Phones/phone,SoundPoint,SoundPoint , 3Yr,Qualified Svc Partners only,Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier,Acct Based,101-500 Phones/phone,SoundPoint,SoundPoint,Qualified Svc Partners Only,3Yr,Parts		3%
POLYCOM	4870-00039-368	Partner Premier, per unit, SoundPoint, SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier, AcctBased, 20-100 Phones/phone, SoundPoint, SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, Acct Based, 101-500 Phones/phone, SoundPoint, SoundPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier, Acct Based/unit, 500+ Phones/phone, SndPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Support During Bus	\$20	3%
POLYCOM	4870-00039-368 4870-00039-370	Partner Premier, per unit, SoundPoint,SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier,AcctBased,20-100 Phones/phone,SoundPoint,SoundPoint, 3Yr,Qualified Svc Partners only,Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier,Acct Based,101-500 Phones/phone,SoundPoint,SoundPoint,Qualified Svc Partners Only,3Yr,Parts shipped premium day of call,Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier,Acct Based/unit,500+ Phones/phone,SndPoint,Qualified Svc Partners Only,3Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier,per unit, SoundPoint,, 5Yr, Qualified Service Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to	\$20 \$19	3% 3% 3%
POLYCOM POLYCOM	4870-00039-368 4870-00039-370 4870-00039-372	Partner Premier, per unit, SoundPoint, SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier, AcctBased, 20-100 Phones/phone, SoundPoint, SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, Acct Based, 101-500 Phones/phone, SoundPoint, SoundPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier, Acct Based/unit, 500+ Phones/phone, SndPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Support During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, per unit, SoundPoint, 5Yr, Qualified Service Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to Channel, SW updates&upgrades(prices for other than 5yr to be prorated accordingly)	\$20 \$19 \$18	3% 3% 3%
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00039-368 4870-00039-370 4870-00039-372	Partner Premier, per unit, SoundPoint, SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hours to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) PartnerPremier, AcctBased, 20-100 Phones/phone, SoundPoint, SoundPoint , 3Yr, Qualified Svc Partners only, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, Acct Based, 101-500 Phones/phone, SoundPoint, SoundPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Sppt During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, Acct Based/unit, 500+ Phones/phone, SndPoint, Qualified Svc Partners Only, 3Yr, Parts shipped premium day of call, Tel Tech Support During Bus Hrs to Channel, SW updates&upgrades(prices for other than 3 yr to be prorated accordingly) Partner Premier, per unit, SoundPoint,, 5Yr, Qualified Service Partners only, Parts shipped premium day of call, Telephone Tech Support During Business Hrs to Channel, SW updates&upgrades(prices for other than 5yr to be prorated	\$20 \$19 \$18	3% 3% 3%

OM Oivi	4870-00039-572	PartnerPremier, Account Based,500+ Phones/phone, SoundPoint, Qualified Svc Partners Only,5Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices for other than 5yr to be prorated accordingly)	\$29	3%
ОМ				
OM	PART NUMBER	Description	LIST PRICE	Disc
OM OM OM OM		Product Line Section Legend - Maintenance Services - Installed Voice * Refer to Services Policies Tab for service availability and price uplifts applicable in	some countries	
DM _ DM				
OM _				
MC		Descript 4 Very Vertey FF0004 advance replacement parts shipped priority level		
OM _	4870-00030-112	Premier, 1 Year, Vortex EF2201, advance replacement parts shipped priority level same business day, telephone technical support during business hours, software Updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier, 3 Year, Vortex EF2201, advance replacement parts shipped priority level	\$90	3%
OM	4870-00030-312	same business day, telephone technical support during business hours, software updates & upgrades LIST PRICE	\$245	3%
OM	4870-00031-112	Premier, 1 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
OM	4870-00031-312	Premier, 3 Year, Vortex EF2210, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
OM	4870-00032-112	Premier, 1 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$165	3%
OM	4870-00032-312	Premier, 3 Year, Vortex EF2211, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$445	3%
OM	4870-00033-112	Premier, 1 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech supportduring bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
OM	4870-00033-312	Premier, 3 Year, Vortex EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
OM	4870-00034-004	On-site Visit, Vortex Products, per incident on-site visit per day, travel and expenses are additional *	\$2,500 plus Travel & Expenses	3%
OM	4870-00034-112	Premier, 1 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$305	3%
ОМ	4870-00034-312	Premier, 3 Year, Vortex EF2280, advance replacement parts shipped priority level same bus day, phone tech supportduring bus hrs, SW updates & upgrades LIST PRICE	\$825	3%
OM	4870-00035-112	Premier, 1 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$390	3%
OM	4870-00035-312	Premier, 3 Year, Vortex EF2280 & EF2201, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,050	3%
OM	4870-00036-112	Premier, 1 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$590	3%
OM	4870-00036-312	Premier, 3 Year, Vortex EF2280 & EF2241, advance replacement parts shipped priority level same bus day, phone tech support during bus hrs, SW updates & upgrades LIST PRICE	\$1,590	3%
OM _				
OM _				
OM _				
OM OM	4870-00030-160	Partner Premier, 1 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr	\$55	3%
	4870-00030-360	to be prorated accordingly Partner Premier, 3 Yr, Vortex EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to	\$145	3%
OM _	4870-00031-160	Partner during bus hrs, SW updates & upgrades Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$95	3%
>1VI	4870-00031-360	Partner during bus hrs, SW updates & upgrades Partner Premier, 3 Yr, Vortex EF2210, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$265	3%

		Polycom	North American	Price List - Generated on 02-MAR-2004_08:	.36:21_AN
POLYCOM	4870-00032-160	Partner Premier, 1 Yr, Vortex EF2211, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$95	3%	
POLYCOM	4870-00032-360	Partner Premier, 3 Yr, Vortex EF2211, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$265	3%	
POLYCOM	4870-00033-160	Partner Premier, 1 Yr, Vortex EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$185	3%	
POLYCOM	4870-00033-360	Partner Premier, 3 Yr, Vortex EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$495	3%	
POLYCOM	4870-00034-160	Partner Premier, 1 Yr, Vortex EF2280, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Partner during bus hrs, SW updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$185	3%	
POLYCOM	4870-00034-360	Partner Premier, 3 Yr, Vortex EF2280, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades Partner Premier, 1 Yr,Vortex EF2280&EF2201, Qualified Partners Only, advance	\$495	3%	
POLYCOM	4870-00035-160	replacement parts shipped priority level same bus day, phone tech sppt to Ptr during bus hrs, SW updates & upgrades(prices for terms other than 1Yr to be prorated accordingly)	\$235	3%	
POLYCOM	4870-00035-360	Partner Premier, 3 Yr, Vortex EF2280 & EF2201, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$630	3%	
POLYCOM	4870-00036-160	Partner Premier, 1 Yr, Vortex EF2280&EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech sppt to Ptr during bus hrs, SW updates&upgrades (prices for terms other than 1Yr to be prorated accordingly)	\$355	3%	
POLYCOM	4870-00036-360	Partner Premier, 3 Yr, Vortex EF2280 & EF2241, Qualified Partners Only, advance replacement parts shipped priority level same bus day, phone tech support to Partner during bus hrs, SW updates & upgrades	\$955	3%	
POLYCOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
POLYCOM POLYCOM					
POLYCOM	4870-00040-112	Premier, per unit, SoundStation, SoundStationIP, SoundStationEX, VoiceStation100, 1 Yr, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices for other than 1 yr to be prorated accordingly) LIST PRICE	\$25	3%	
POLYCOM	4870-00040-124	Premier, Acct Based/unit, Upto100 Phones,SoundStation,SoundStationIP,SoundStation EX,VoiceStation100, I Yr, Parts shipped premium day of call, Tel Tech Support During Bus Hrs,SWupdates&upgrades(prices for other than 1 yr to be prorated accordingly) LIST PRICE	\$1,750	3%	
POLYCOM	4870-00040-312	Premier, per unit, SoundStation, SoundStation IP, SoundStation EX, VoiceStation100, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$55	3%	
POLYCOM	4870-00040-324	Premier, Accnt Based, Upto 100 Phones, SoundStation, SndStation IP, SSEX, VoiceStation100,3Yr, Parts shipped premium day of call, Telephone Technical Support During Business Hrs, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$4,125	3%	
POLYCOM				T	—
POLYCOM POLYCOM					
POLYCOM	4870-00040-160	PartnerPremier,per unit,SoundStation,SndStationIP,SndStationEX,VoiceStation100,IYr,Qualified Svc Partner Only,Parts shipped premium day of call,Tel Tech Sppt During Bus Hrs to Channel,SW updates&upgrades(prices other than 1yr to be prorated accordingly)	\$13	3%	
POLYCOM	4870-00040-174	PartnerPremier,AcctBased,Upto100 Phones,SndStation,SndStationIP,SSEX VoiceStation,Qualified SvcPartners,1Yr,Parts shipped premium day of call,Tel Tech Support During Bus Hrs to Channel,SWupdates&upgrades(prices other than 1yr to be prorated accordingly)	\$875	3%	
POLYCOM	4870-00040-362	PartnerPremier,per unit, SoundStation,SoundStationIP, SoundStationEX VoiceSt100,Qualified Svc Partners,3Yr, Parts shipped premium day of call,Tel Tech Support During Bus.Hrs to Channel,SW updates&upgrades(prices other than 3yr to be prorated accordingly)	\$28	3%	
POLYCOM	4870-00040-374	PartnerPremier,AcctBased,Upto100Phones,SndStation,SndStationIP,SSEX VoiceSt100,Qualified Svc Partners,3Yr,Parts shipped premium day of call,Tel Tech Support During Bus.Hrs to Channel,SWupdates&upgrades(prices other than 3yr to be prorated accordingly)	\$2,065	3%	
PULYCUM					
POLYCOM POLYCOM POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
POLYCOM					

POLYCOM	4870-00041-112	Premier, per unit, SoundStation Premier, SoundStation Premier Satellite I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE	\$30	3%	
POLYCOM	4870-00041-124	Premier, Acct Based, Upto100 Phones,SoundStation Premier,SS Premier Satellite,IYr,Qualified Svc Part Only,Parts shipped premium day of call,TelTech Support During Bus Hrs to Channel,SWupdates&upgrades(prices other than 1yr to be prorated accordingly)LIST PRICE	\$2,250	3%	
POLYCOM	4870-00041-312	Premier, per unit, SoundStation Premier, SoundStation Premier Satellite, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$65	3%	
POLYCOM	4870-00041-324	Premier, Account Based, Upto100 Phones, SoundStation Premier,SoundStation Premier Satellite, 3Yr, Parts shipped premium day of call, Tel Technical Support During Business Hours, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$4,875	3%	
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POLYCOM	4870-00041-160	PartnerPremier,per unit,SoundStation Premier,SS Premier Satellite,IYr,Qualified Svc Partners Only,Parts shipped premium day of call,Tel Tech Support During Business Hrs to Channel,SWupdates&upgrades(prices other than 1 yr to be prorated accordingly)	\$15	3%	
POLYCOM	4870-00041-174	PartnerPremier,Acct Based,Upto100 Phones,SoundStation Premier,SS Premier Satellite,Qualified SvcPartners,IYr,Parts shipped premium day of call,TeITech Support During Bus.Hrs to Channels,SWupdates&upgrades(prices other than 1yr to be prorated accordingly)	\$1,125	3%	
POLYCOM	4870-00041-360	Partner Premier, per unit, SoundStationPremier, SSPremier Satellite, Qualified Svc Partners, 3Yr, Parts shipped premium day of call, Tel Tech Support During Bus. Hrs to Channel, SW Updates&upgrades (prices other than 3yr to be prorated accordingly)	\$33	3%	
POLYCOM	4870-00041-374	PartnerPremier,Acct Based,Upto100 Phones,SoundStationPremier,SSPremier Satellite,Qualified Svc Partners,3Yr,Parts shipped premium day of call,TelTech Support During Bus. Hrs to Channel,SW Updates&upgrades(prices other than 3yr to be prorated accordingly)	\$2,440	3%	
PULYCUM			,		
POLYCOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
POLYCOM	PART NUMBER		LIST PRICE	Disc	
POLYCOM POLYCOM	PART NUMBER 4870-00042-112	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours,Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE	LIST PRICE	Disc 3%	
POLYCOM POLYCOM POLYCOM POLYCOM		Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours,Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated			
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00042-112	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$99	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00042-112 4870-00042-124	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$99 \$5,999	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00042-112 4870-00042-124 4870-00042-312	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE	\$99 \$5,999 \$249 \$14,999	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00042-112 4870-00042-124 4870-00042-312 4870-00042-324	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated	\$99 \$5,999 \$249 \$14,999	3% 3% 3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00042-112 4870-00042-124 4870-00042-312 4870-00042-324 4870-00043-112	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated	\$99 \$5,999 \$249 \$14,999	3% 3% 3% 3%	
POLYCOM	4870-00042-112 4870-00042-124 4870-00042-312 4870-00042-324 4870-00043-112	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated	\$99 \$5,999 \$249 \$14,999	3% 3% 3% 3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00042-112 4870-00042-124 4870-00042-312 4870-00042-324 4870-00043-112	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$99 \$5,999 \$249 \$14,999	3% 3% 3% 3%	
POLYCOM	4870-00042-112 4870-00042-124 4870-00042-312 4870-00042-324 4870-00043-112	Premier, per Unit, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Up to 100 Phones, SSVTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per Unit, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, Account Based, Upto100 Phones, SoundStationVTX1000, 3Yr, Parts shipped premium day of call, Telephone Tech Support During Business Hours, Software Updates & Upgrades, SW updates&upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, I Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 1 yr to be prorated accordingly) LIST PRICE Premier, per two Units in Bundle Twin Pack, SoundStation VTX1000, 3 Year, Parts shipped premium day of call, Telephone Technical Support During Business Hours, Software Updates & Upgrades(prices other than 3 yr to be prorated accordingly) LIST PRICE	\$99 \$5,999 \$249 \$14,999 \$189 \$470	3% 3% 3% 3%	

POLYCOM	4870-00042-360	PartnerPremier, per Unit, SoundStation VTX1000, 3 Yr, Qualified Service Partners Only, Parts shipped premium day of call, Teleph Techn Support During Business Hrs to Channel, Software Updates&Upgrades (prices other than 3 yr to be prorated accordingly)	\$125	3%
POLYCOM	4870-00042-374	PartnerPremier,Acct Based,SSVTX1000,3 Yr, Up To 100 Phones,Qualified Service Partners, Parts shipped premium day of call, Teleph Tech Support During Bus.Hrs to Channel, Software Updates&Upgrades(prices other than 3 yr to be prorated accordingly)	\$7,499	3%
POLYCOM	4870-00043-160	PartnerPremier,per 2 Unit twin pack,SoundStation VTX1000,1Yr,Qualified Service Partners Only,Parts shipped premium day of call,Teleph Tech Support During Business Hrs to Channel,Software Updates&Upgrades(prices other than 1 yr to be prorated accordingly)	\$90	3%
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PART NUMBER	Description	LIST PRICE	Disc
	Product Family Section Legend - VSX7000		
	The VSX 7000 is Polycom's latest entry-point system offering no-compromise video and audio performance. All systems include:		
	1. Near-CD Quality		
	TV-like Video Innovative Ease of Use		
	4. Ultimate Versatility		
	All VSX Systems include a Set-Top Unit, a Subwoofer, a Microphone, and a		
	Remote Control.		
	VSX 7000 (NTSC) with Media Center Cart and one 34-inch (32 viewable) NTSC		
7200-21661-001	Display, IP as described in 2200-10800-001, English remote, NA power. Uses	\$10,999	27.50%
	VSX built in speaker and subwoofer. VSX 7000 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays,		
7200-21662-001	IP as described in 2200-10800-001, VCVSX, 2nd Monitor Kit, English remote, NA	\$16,999	27.50%
, 200-2 1002 - 00 1	power.One NTSC display, one XGA multimedia display. Uses VSX built in speaker and subwoofer.	Ψ10,000	21.50/0
	ppearer and subwooler.		
	VSX 7000 (NTSC) includes: English Remote, North American power cords, IP		
2200-10800-001	only (network modules ordered separately), 1st Year Standard Service	\$5,999	30.00
2215-20523-001	VSX Quad BRI Module, includes cables	\$1,499	28%
2215-21359-001	VSX Serial Network Module (V.35, RS449, RS530 with RS366 dialing), adapter	\$1,499	28%
2215-21359-001	cable, serial interface cable ordered separately	\$1,499	20%
2457-10608-001	Cable, V.35 ASCEND 5' Serial Cable, HD-44M to HD-44M (ViewStation EX, FX, VS4000 and VSX)	\$129	9%
2457-10609-001	Cable, V.35 and RS-366 5' Serial Cable, HD-44M to 'Y' Winchester 34M / RS-366	\$189	9%
	DB-25M (ViewStation EX, FX, VS4000 and VSX) Cable, RS-449 and RS-366 5' Serial Cable, HD-44M to 'Y' RS-499 DB-37M / RS-		
2457-10610-001	366 DB-25M (ViewStation EX, FX, VS4000 and VSX)	\$189	9%
2457-21263-001	Cable, RS-530 with RS-366, 5' Serial Cable, HD-68M to 'Y' RS-530 DB-37M / RS-366 DB-25M (VSX only)	\$189	9%
	OU BB ZOM (VOX ONLY)		
2200-20560-001	VSX People+Content (includes Visual Concert VSX)	\$1,499	12,5 %
2200-20360-001	VSX 7000 Additional Display Adapter	\$699	9%
5150-21297-001	VSX MultiPoint Software License Key	\$2,999	12. 5 %
5150-21402-001	VSX Embedded Encryption (AES) Software License Key	\$999	9%
2215-20730-001	VSX Additional Microphone Kit - Contains 1 Microphone with 10' Cable	\$499	9%
2215-20933-001	Advanced Infrared Remote Control - English	\$99	9%
2215-20933-104	VSX Advanced Infrared Remote Control - Norwegian	\$99	9%
2215-20933-106	Advanced Infrared Remote Control - Gernan	\$99	9%
2215-20933-107	Advanced Infrared Remote Control - French	\$99	9%
2215-20933-108	Advanced Infrared Remote Control - Italian	\$99	9%
2215-20933-111	Advanced Infrared Remote Control - Portuguese	\$99	9%
2215-20933-115	Advanced Infrared Remote Control - Spanish	\$99	9%
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2457-20910-003	CABLE - VSX Conference Link cable, 30'	\$19	9%
2457-20910-050	CABLE - VSX Conference link cable, 50'	\$29	9%
PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>

POLYCOM

4870-00001-002	Installation, VSX7000, on-site installation of system and certain collaboration tools, LIST PRICE	\$995	3%
4870-00001-104	Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$450	3%
4870-00001-304	Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support during business hours, software updates & upgrades LIST PRICE	\$720	3%
		"	
4870-00001-100	Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$195	3%
4870-00001-106	Premier, Annual Renewal 1 Yr, VSX7000, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$650	3%
4870-00001-306	Premier, 3 Yr, VSX7000, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$1,195	3%
		И	
4870-00001-102	Premier Plus, 1st Yr Upgrade, VSX7000, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$695	3%
4870-00001-108	Premier Plus, Annual Renewal 1 Yr, VSX7000, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,150	3%
4870-00001-308	Premier Plus, 3 Yr, VSX7000, next business day on-site labor & parts, telephone tech support during business hours, software updates & upgrades LIST PRICE*	\$2,395	3%
4870-00001-154	Partner Standard, Annual Renewal 1 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$270	3%
4870-00001-354	Partner Standard, 3 Yr, VSX7000, parts 30 day Return to Factory, telephone technical support to Partner during business hours, software updates & upgrades	\$430	3%
4870-00001-150	Partner Premier, 1st Yr Upgrade, VSX7000, advance replacement parts shipped priority level same business day, telephone technical support to Partner during business hours (prices for terms other than 1 Yr to be prorated accordingly)	\$120	3%
4870-00001-156	Partner Premier, Annual Renewal 1 Yr, VSX7000, advance replacement parts shipped priority level same business day, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$390	3%
4870-00001-356	Partner Premier, Annual Renewal 3 Yr, VSX7000, advance replacement parts shipped priority level same business day, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 3 Yr to be	\$715	3%

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ОМ	4870-00001-152	Partner Premier Plus, 1st Yr Upgrade, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during business hours (prices for terms other than 1 Yr to be prorated accordingly)*	\$485	3%	
OM	4870-00001-158	Partner Premier Plus, Annual Renewal 1 Yr, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during bus hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)*	\$805	3%	
OM .	4870-00001-358	Partner Premier Plus, 3 Yr, VSX7000, next business day on-site labor & parts, telephone tech support to Partner during bus hrs, software updates & upgrades*	\$1,675	3%	
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DM DM	PART NUMBER	Description	LIST PRICE	Disc	
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MC		Product Line Section Legend - Viewstation Executive Collection			
MC		ViewStation Executive Collection sets the standard for stylish elegance and versatil			
MC		for group video conferencing. Both wall and stand plasma-based video conference			
MC		systems are available in a variety of configurations. Systems include:			
MC		Enhanced VS4000 with BNC connectors and PowerCam connector			
M		2. 50 or 61" plasma displays			
M		3. Floor stand or credenza			
DM DM		4. PowerCam			
		270-watt integrated audio system with subwoofer VisualConcert FX			
M M		7. Two table-top microphone arrays			
)M		7. Two table-top illicrophone alrays			
/IVI					
	2583-50927-001	Executive Collection optional credenza to be added to EC floor or wall system (as second credenza with wall system) to support additional equipment needs.	\$6,999	9%	
M		Furniture only - does not include a codec, sound system or other electronics.			
М			"		
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M		<u> </u>			
		Polycom Executive Collection dual 50 in. Plasma, sound system, wall mount,			
	7200-21090-001	system credenza, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English	\$57,999	22%	
M		remote, North American power cord.			
		Polycom Executive Collection dual 61 in. Plasma, sound system, wall mount,			
	7200-21091-001	system credenza, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English	\$77,999	22%	
M		remote, North American power cord.			
M					
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		Polycom Executive Collection single 50 in. Plasma, sound system, floor stand,			
	7200-21088-001	VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North	\$49,999	22%	
M		American power cord.			
	7200-21089-001	Polycom Executive Collection dual 50 in. Plasma, sound system, floor stand, VS4000 with IP, MultiPoint Plus, PowerCam (NTSC), English remote, North	\$57,999	22%	
М	1200-21009-001	American power cord.	φυι,σσσ	∠∠ /0	
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OM		Product Line Section Legend - ViewStation with Polycom Media Center			
M		ViewStation with Polycom Media Center offers a complete multimedia package for	а		
M		truly extraordinary video conferencing experience. Systems include:			
M		1. ViewStation EX or FX			
M		2. Single or dual 34-inch (32 viewable) displays			
M		3. Media Center Cart			
M		4. 270-watt integrated audio system with subwoofer			
MC		5. Table-top microphone arrays (2 with FX, 1 with EX)			
M					
		ViewStation FX (NTSC) with Media Center Cart and two 34-inch (32 viewable)			
	7200-21660-001	Displays, IP as described in 2200-20323-001, VCFX, Eng remote, NA power. One	\$24,499	28%	
	000 001	NTSC display, one XGA multimedia display. Includes dual integrated speakers,			
М		subwoofer			
OM	7000 04005 00:	ViewStation EX (NTSC) with Media Center Cart and one 34-inch (32 viewable)	# 40.000	00.5004	
DM	7200-21665-001		\$10,999	23.50%	

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POLYCOM		Product Line Section Legend - ViewStation EX,FX,VS4000			-
POLYCOM		ViewStation EX & FX offer robust mainstream set-top video performance that			
POLYCOM		meets the toughest demands for corporate environments. The enhanced VS4000 is			
POLYCOM POLYCOM		the integrator's choice for a rack-based codec that includes professional BNC video connectors and a compact form factor available with or without PowerCam.			
POLYCOM		Systems include:			
POLYCOM		1. Premium video quality from ITU-T H.264 at low bandwidths to ITU 60 fields at high			
POLYCOM		2. Simultaneous display of high-resolution XGA content and high-quality video with F			
POLYCOM		3. ITU standard AES security in mixed multipoint and point-to-point calls up to 2 Mbp		atua a mai n a	
POLYCOM POLYCOM		 Enterprise features including SNMP support, remote room monitoring, API support Integrated analog telephone support 	τ ror touch screens, &	streaming	
POLYCOM		6. Table-top microphone arrays (2 with ViewStation FX & VS4000; 1 with ViewStatic	n EX)		
POLYCOM		7. Optional 2nd PTZ camera support (ViewStation FX & VS4000 only)	,		
POLYCOM					-
POLYCOM					
POLYCOM					
POLYCOM	2200-20323-001	ViewStation FX (NTSC) with IP, MultiPoint Plus, English remote, North American	\$14,999	55.00%	
POLYCOM	2200-20700-001	power cord ViewStation EX (NTSC) with IP, English remote, North American power cord.	\$6,499	27.50%	ł
FULTCUM		ViewStation EX (NTSC) with IP, English remote, North American power cord. ViewStation EX (NTSC) with IP, MultiPoint Plus, English remote, North American			
POLYCOM	2200-20800-001	power cord.	\$9,498	27.50%	
	2200-21350-001	VS4000 (2U x 10" deep) with IP, professional BNC connectors, MultiPoint Plus,	\$14,999	55.00%	1
POLYCOM		English remote, North American power cord			
POLYCOM	2200-22323-001	VS4000 with IP, MultiPoint Plus, English remote, North American power cord	\$14,999	55.00%	1
POLYCOM	7200-21630-001	VS4000 (2U x 10" deep) and PowerCam (NTSC) with IP, professional BNC	\$16,499	55.00%	
POLYCOM		connectors, MultiPoint Plus, English remote, North American power cord.	1		j
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POLYCOM					1
. 52. 55.	221F 00070 004	ViewStation EX, FX or VS4000 Serial Module, includes cable to codec - must	\$1,000	EE 000/	1
POLYCOM	2215-08970-001	order serial cable separately.	\$1,999	55.00%	
POLYCOM	2215-09180-001	ViewStation FX or VS4000 PRI Module with T-1/J-1 Interface, includes cables	\$3,999	55.00%	
DOLLYGG::	2215-10646-001	ViewStation EX, FX or VS4000 Quad BRI Interface, includes cables (North	\$1,999	55.00%	
POLYCOM	5 .00 70 001	America)	7.,0		-
POLYCOM	2457-21039-001	CABLE - RS530 and RS366 5' Serial Cable, HD-44M to 'Y' DB-25M / RS-366 DB- 25M	\$189	9%	
POLYCOM	l				1
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POLYCOM		•			
	2200-10500-001	VisualConcert FX for ViewStation EX, FX, VS4000 (North American power cord)	\$1,499	12. 50%	1
POLYCOM					
POLYCOM	2200-20900-001	ViewStation EX MultiPoint Plus software option key	\$2,999	23.50%	
POLYCOM	5150-21621-001	EX, FX, VS4000 Embedded Encryption (AES) Software License Key	\$999	12 .5%	
POLYCOM	5150-21622-001	EX, FX, VS4000 H.264 Software License Key	\$499	54.50%	j
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POLYCOM _					
POLYCOM		Davis Com (NITCO) as main acress for 1/04000 (DM 0000 04000	II .		1
POLYCOM	2200-20960-001	PowerCam (NTSC) as main camera for VS4000 (PN 2200-21350-xxx only), 10ft cable	\$1,499	12. 5%	
. OLI COIVI	0000 0000	PowerCam (PAL) as main camera for VS4000 (for PN 2200-21350-xxx only), 10ft	04.400		1
POLYCOM	2200-20960-002	cable	\$1,499	9%	
POLYCOM	8200-51095-001	PowerCam (NTSC) as auxiliary camera for VS4000, 50ft cable	\$1,499	9%	
POLYCOM	8200-51097-001	PowerCam (NTSC) as auxiliary camera for ViewStation FX, 50ft cable.	\$1,499	9%	
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DOLYGON	1674-20959-001	Rubber bumper accessory for TV sets with sloped backs (must order 2 for each	\$5	9%	
POLYCOM	5000 001	system) Microphone Accessory Kit - contains one mic pod, 10ft cable, and instructions,	**		-
POLYCOM	2200-08681-001	Microphone Accessory Kit - contains one mic pod, 10ft cable, and instructions, black	\$499	54.50%	
. JE1 JOIN	0000 45	Wide Angle Conversion Lens. Fits only Sony EVI D-30 (NTSC) and EVI D-31	000		1
POLYCOM	2200-10433-001	(PAL)	\$89	9%	
POLYCOM	2201-08002-001	Basic Infrared Remote Control - English	\$99	54.50%	
POLYCOM	2201-08002-116	Basic Infrared Remote Control - German	\$99	54.50%	1
POLYCOM	2201-08002-117	Basic Infrared Remote Control - French	\$99	54.50%	1
POLYCOM	2201-10076-001	Infrared Receiver for VS4000	\$60	9%	1
POLYCOM	2676-08404-001	Carrying Case, Hard Shell	\$499	9%	1
POLYCOM	2710-10354-001	BOX - Base Unit ViewStation Shipping Box w/Foam Spacers.	\$19	9%	1
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POLYCOM POLYCOM	1465-20845-001	POWER SUPPLY - Power Supply for ViewStation EX and FX	\$99	9%	
	1465-20845-001	POWER SUPPLY - Power Supply for ViewStation EX and FX CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45	\$99	9%	-
		CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video			
POLYCOM	1465-20845-001 2215-08585-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd	\$99 \$199	9%	
POLYCOM	2215-08585-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source.	\$199	9%	
POLYCOM POLYCOM	2215-08585-001 2457-08339-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12'	\$199 \$19	9% 9%	
POLYCOM POLYCOM POLYCOM	2215-08585-001 2457-08339-001 2457-08340-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12' CABLE - Mic Pod cable with brown connector, 30'	\$199 \$19 \$19	9% 9% 9%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	2215-08585-001 2457-08339-001 2457-08340-001 2457-08342-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12' CABLE - Mic Pod cable with brown connector, 30' CABLE - PC LAN cable: RJ-45 to RJ-45, blue connector, 25'	\$199 \$19 \$19 \$19	9% 9% 9% 9%	
POLYCOM POLYCOM POLYCOM	2215-08585-001 2457-08339-001 2457-08340-001	CABLE PACK - Opt Cable Pack for ViewStation Systems: (2) RJ-45 to RJ-45 w/blue & orange connectors, POTS cable w/pink connector, 2nd monitor S-video cable, doc cam S-video cable, 2 VCR RCA comp cables, single RCA cable for 2nd ext audio source. CABLE - POTS (telephone add-in) cable, pink connector, 12' CABLE - Mic Pod cable with brown connector, 30'	\$199 \$19 \$19	9% 9% 9%	

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DLYCOM	2457-08410-001	CABLE - S-Video cable, yellow connector, 8'	\$39	9%
LYCOM	2457-08411-001	CABLE - Triple RCA with S-Video cable, 6'	\$39	9%
LYCOM	2457-08412-001	CABLE - Triple RCA-RCA, RD, WHT, YLW, 8'	\$39	9%
YCOM	2457-09153-001	CABLE - RJ-45 keyed peripheral link cable for EX/FX/VS4000, light blue, 20'	\$25	9%
LICOIVI	2407 00100 001	CABLE - Keyed RJ-45 to standard RJ-45 cable peripheral link for connecting	Ψ20	370
	2457-09154-001	EX/FX/VS4000 to ViewStation H.323 network modules, light blue to green	\$25	9%
YCOM	2.0. 00.0. 00.	connectors, 20'	42 5	0,70
YCOM	2457-09155-001	CABLE - ViewStation FX 4th Monitor Breakout Cable 12"	\$15	9%
YCOM	2457-09167-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$29	9%
-		·		9%
YCOM	2457-10029-001	CABLE - 50' S-Video and Control Cable for Sony D30/D31 PTZ on VS4000	\$29	
YCOM	2457-10368-001	CABLE - 100' S-Video and Control Cable for Sony D30/D31 PTZ on FX	\$59	9%
V0014	2457-10607-001	CABLE - Early V.35 Cable Adapter, HD-44M to DB-25F, ViewStation EX, FX and	\$99	9%
YCOM		VS4000, 12"		
YCOM	2457-10621-001	CABLE - Mic Pod cable to VisualConcert FX, 6'	\$9	9%
YCOM	2457-10687-001	CABLE, SECURITY - Keyed Alike (master key)	\$109	9%
YCOM	2457-10688-001	CABLE, SECURITY - Keyed Differently	\$99	9%
YCOM	2457-10757-001	CABLE - VisualConcert FX to Laptop (VGA, LAN, audio cable), 4'	\$19	9%
YCOM	2457-20940-001	CABLE - VisualConcert FX to ViewStation FX, EX or VS4000, 30'	\$29	9%
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YCOM	2457-20940-050	CABLE - VisualConcert FX to ViewStation FX, EX, or VS4000, 50'	\$49	9%
YCOM	2457-21489-001	CABLE - Male S-Video to Y/C BNC,6'	\$39	9%
YCOM	2457-21490-001	CABLE Adaptor - Female S-Video to Y/C BNC,1'	\$39	9%
YCOM	2457-80100-003	Vortex Integration Cable - RCA to mini-phoenix, white, 12'	\$19	9%
YCOM	2457-80100-004	Vortex Integration Cable - RCA to mini-phoenix, black, 12'	\$19	9%
YCOM	2.07 00.00 00.	Tortox integration capie into the minimplication, placet, 12	Ψ.σ	0.0
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YCOM		Broduct Line Coction Lorend View Cention CD LL 200 MD DOD		
YCOM		Product Line Section Legend - ViewStation SP,H.323,MP,DCP		
YCOM		ViewStation Classic systems offer basic video conference functionality.		<u> </u>
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YCOM _	0000	Visco O vv. ID ONLY	04	
YCOM	2200-21500-001	V500 Set top-IP ONLY	\$1,999	28%
YCOM	2200-21501-001	V500 Set top-IP AND ISDN	\$2,999	28%
	2200-08001-001	ViewStation 128 (NTSC) with IP, single BRI, English remote, North American	\$5,999	DISCONTINUED
YCOM	2200-00001-001	power cord.	ψ5,555	DIOCONTINUED
	2200-08527-001	ViewStation SP 128 (NTSC) with IP, single BRI, English remote, North American	\$3,999	24.50%
YCOM	2200 00027 001	power cord	ψο,σσσ	24.3070
	2200-08666-001	ViewStation MP (NTSC) with IP, Quad BRI, English remote, North American	\$11,999	54.50%
YCOM	2200 00000 001	power cord	Ψ11,000	04.3070
	2200-08700-001	ViewStation SP 384 (NTSC) with IP, triple BRI, English remote, North American	\$5,999	24.50%
YCOM.		power cord	ψ0,000	21.0070
	2200-11323-001	ViewStation H.323 (NTSC) with IP, English remote, North American power cord	\$6,999	DISCONTINUED
YCOM.	2200 11020 001	i i i i i i i i i i i i i i i i i i i	ψ0,000	5.000.11.11.025
	2305-09005-001	ViewStation MP (NTSC) with IP, DCP, English remote, North American power	\$11,999	54.50%
YCOM		cord	***,****	- 1
YCOM				
YCOM				
YCOM				
YCOM	2215-09011-001	ViewStation H.323 Quad BRI Module	\$1,999	54.50%
		ViewStation H.323 Serial Module - includes cable to codec - must order serial		
	2215-09013-001	cable separately (Unit must have a serial number with a zero in the 3rd digit	\$2,999	54.50%
YCOM		xxx0xxxxxxxx to upgrade)	V =,000	5
		ViewStation H.323 DCP Module (Unit must have a serial number with a zero in the		_,,
YCOM	2215-09016-001	3rd digit xxx0xxxxxxxx to upgrade)	\$999	54.50%
ļ	0457 00504 004	CABLE, V.35 and RS-366 5' Serial Cable for ViewStation H.323, DB-25M to 'Y'	0400	00/
YCOM	2457-08531-001	M34 Winchester / RS-366 DB-25M	\$189	9%
YCOM				
YCOM _				
YCOM _				
. i COIVI		ViewStation H.323 MultiPoint software option key, Requires Quad BRI or DCP		1
YCOM	2200-08668-001		\$4,999	54.50%
-	2200 10440 004	network module - sold separately	202	00/
YCOM	2200-10440-001	Headset Kit for ViaVideo and ViewStation SP	\$99	9%
YCOM _				
YCOM _				
YCOM				
YCOM	1465-20840-001	POWER SUPPLY - ViewStation SP	\$99	9%
YCOM	1465-20856-001	POWER SUPPLY - ViewStation H.323, VS 128, VS MP, VS DCP	\$99	9%
YCOM	1517-08822-002	ADAPTER, YELLOW - S-Video to RCA, Yellow Adapter	\$10	9%
	1517-08826-001	ADAPTER, ORANGE/BLUE - SP to PC, 6 inch, orange/blue dongle		9%
YCOM	1017-00020-001		\$19	9%
	2245 00500 001	CABLE PACK - Required Cable Pack Used on VS H.323, VS 128, VS MP and VS	roc .	00/
VCOM	2215-08586-001	SP: Mic pod cable, triple RCA with S-video cable, ISDN RJ-45 cable with green	\$89	9%
YCOM		connector.		
VCOM	2215-08631-001	Cable Pack - ISDN Cables - includes (4) RJ-45 to RJ-45 cables with clear	\$69	9%
YCOM		connectors, 20'		
VOOM	2457-08341-001	CABLE - Standard RJ-45 cable for VS SP, VS 128, VS MP, DCP, green	\$19	9%
		connector, 20'.		
YCOM				l
YCOM				
YCOM YCOM				
YCOM YCOM	3851-04945-001	Help Desk, 5x9 weekdays during normal business day - LIST PRICE	\$500	3%
LYCOM LYCOM LYCOM LYCOM		Help Desk, 5x9 weekdays during normal business day - LIST PRICE Help Desk, ViewStations, I Year, Telephone Technical Support During Business		
YCOM YCOM	3851-04945-001 3851-04945-002		\$500 \$450	3% 3%

POLYCOM	4862-08957-001	ViewStation, Remote Installation (excludes VS4000), by Telephone Support - LIST PRICE	\$799	3%
POLYCOM	4862-08957-002	Remote Install, ViewStations, excludes VS4000, by telephone support buring business hours - Reseller	\$719	3%
POLYCOM	4865-06505-001	Polycom Consulting Hourly Rate	\$250	9%
POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%
POLYCOM	4865-06795-001	Miscellaneous Service	Per Instance	3%
POLYCOW	4603-00793-001	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday by 24 hours, 1		376
POLYCOM	ETS5-12-VS-P	year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%
POLYCOM	ETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%
POLYCOM	RETS5-12-VS-P	Extended Telephone Support, ViewStations, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%
POLYCOM	RETS7-12-VS-P	Extended Telephone Support, ViewStation, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$630	3%
POLYCOM				
POLYCOM		Product Family Footnote - ViewStation Miscellaneous Maintenance Services		
		GLOBAL Reach - Polycom's GLOBAL Reach is a new initiative which allows Chann	nel partners to p	place PO's for product and service, for world
POLYCOM		wide deployment, using Polycom's service & distribution capabilities.	01.0041.0	
POLYCOM		See GLOBAL Reach tab in this Price List for more information, and how to place a	GLOBAL Reac	n order.
POLYCOM				
POLYCOM		·		
POLYCOM	2457-08670-001	CABLE - Mic Pod cable with brown connector, 10'	\$9	9%
PULTUUIVI				
POLYCOM				
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc
POLYCOM	PART NUMBER	Description	LIST PRICE	DISC
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POLYCOM	4870-00047-004	Installation, ViewStation FX, 4000, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500	3%
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POLYCOM		<u> </u>		ļ.
	4870-00047-112	Premier 1 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST	\$1,095	3%
POLYCOM	4870-00047-312	PRICE Premier 3 Year, ViewStation FX, 4000, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$2,630	3%
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		Polycon	North American	Price List - Generated on 02-MAR-2004_
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OM	4870-00047-114	Premier Plus, 1 Year, ViewStation FX, 4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,995	3%
OM	4870-00047-115	Premier Plus 2 Day, 1 Year, ViewStation FX, 4000, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,595	3%
	4870-00047-314	Premier Plus, 3 Year, ViewStation FX,VS4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) LIST PRICE*	\$4,790	3%
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	4870-00047-164	Partner Premier Plus, 1 Year, ViewStation FX, 4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$1,495	3%
DM	4870-00047-165	Partner Premier Plus 2 Day, 1 Year, ViewStation FX, 4000, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,275	3%
M _	4870-00047-364	PRICE* Partner Premier Plus, 3 Year, ViewStation FX, 4000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$3,350	3%
M M		-F-9 (prices is. terms exiler than a fire to be professed accordingly)		
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PM	4870-00047-161	Partner Premier In Warranty, 1 Yr, ViewStation FX, 4000, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$250	3%
м	4870-00047-162	Partner Premier Out of Warranty, 1 Yr, ViewStation FX, 4000, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$500	3%
м	4870-00047-362	Partner Premier 3 Year, ViewStation FX, 4000, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$715	3%
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M M	PART NUMBER	Description	LIST PRICE	<u>Disc</u>
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M M	4870-00048-004	Installation, ViewStation EX, 323, 512, MP, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$995	3%
M				
M		Premier 1 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software		3%
	4870-00048-112	Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$795	
М	4870-00048-112 4870-00048-312	LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) -	\$795 \$1,910	3%
M		LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software		3%
M M		LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) -		3%
M M M		LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE		3%
PM PM PM		LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) -		3%
DM D	4870-00048-312	LIST PRICE Premier 3 Year, ViewStation EX, 323, MP, 512, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,910	

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YCOM _					
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COM					-
(00)	4870-00048-161	Partner Premier In Warranty, 1 Yr, ViewStation EX, 323, MP, 512, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be	\$125	3%	
COM _	4870-00048-162	prorated accordingly) Partner Premier Out of Warranty, 1 Yr, ViewStation EX, 323, MP, 512, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be	\$250	3%	=
COM _	4870-00048-362	prorated accordingly) Partner Premier 3 Year, ViewStation EX, 323, MP, 512, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel,	\$355	3%	_
COM _		Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	4000		
COM _					<u> </u>
СОМ					1
′СОМ	4870-00048-164	Partner Premier Plus, 1 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$1,045	3%	
/COM	4870-00048-165	Partner Premier Plus 2 Day, 1 Year, ViewStation EX, 323, MP, 512, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)*	\$876	3%	
	4870-00048-364	Partner Premier Plus, 3 Year, ViewStation EX, 323, MP, 512, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$2,345	3%	
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YCOM YCOM	PART NUMBER	Description	LIST PRICE	Disc	+
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OM _		+			
	4870-00049-004	Installation, ViewStation P128, SP384, 128, On-site Installation of System and	\$995	3%	1
COM _	4070-00043-004	certain Collaboration Tools, LIST PRICE*	Ψ333	370	_
OM _		1			_
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JOIVI		Premier 1 Year, ViewStation SP128, SP384, 128, Parts shipped premium day of			1
СОМ	4870-00049-112	call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$500	3%	
СОМ	4870-00049-312	Premier 3 Year, ViewStation SP128, SP384, 128, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	\$1,200	3%	
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СОМ					
СОМ	4870-00049-114	Premier Plus, 1 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$750	3%	
СОМ	4870-00049-115	Premier Plus 2 Day, 1 Year, ViewStation SP128, SP384, 128, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$600	3%	
	4870-00049-314	Premier Plus, 3 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) LIST	\$1,795	3%	_
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COIVI		Partner Premier In Warranty, 1 Yr, ViewStation SP128, SP384, 128, Qualified			1
	4870-00049-161	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, SW Updates & Upgrades (prices for terms other than 1 Yrs to be	\$85	3%	
/СОМ		prorated accordingly) Partner Premier Out of Warranty, 1 Yr, ViewStation SP128, SP384, 128, Qualified			-

DLYCOM	4870-00049-362	Partner Premier 3 Year, ViewStation SP128, SP384, 128, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$245	3%
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DLYCOM				
OLYCOM	4870-00049-164	Partner Premier Plus, 1 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$565	3%
DLYCOM	4870-00049-165	Partner Premier Plus 2 Day, 1 Year, ViewStation SP128, SP384, 128, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$452	3%
DLYCOM	4870-00049-364	Partner Premier Plus, 3 Year, ViewStation SP128, SP384, 128, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$1,270	3%
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DLYCOM				
LYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc
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LYCOM		•		<u> </u>
LYCOM				
LYCOM				
LYCOM	4870-00038-004	Installation, ViewStation Executive Collection, Single 50 in. Plasma Monitor System - LIST PRICE*	\$1,995	3%
_YCOM		System - LIST PRICE		
YCOM				
YCOM		-		
LYCOM	4870-00038-312	Premier 3 Years, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$5,820	3%
LYCOM		<u> </u>		<u>_</u> _
LYCOM _				
DLYCOM	4870-00038-112	Premier 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$2,425	3%
DLYCOM	4870-00038-114	Premier Plus, 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$4,410	3%
	4870-00038-115	Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be	\$2,530	3%
DLYCOM		prorated accordingly) LIST PRICE*		
DLYCOM	4870-00038-314	Premier Plus, 3 Years, ViewStation Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$10,585	3%

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JIVI		Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Single 50in.Plasma			
	4070 00000 404	Monitor, Next Business Day Parts & Labor, Telephone Tech Support During	© 0.040	00/	
	4870-00038-164	Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to	\$3,310	3%	
DM _		be prorated accordingly) *			
		Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Single 50in.Plasma			
	4870-00038-165	Monitor, Next Business Day Parts&Labor, Telephone Tech Support During	\$1,895	3%	
M M		Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *			
/IVI		Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Single 50in.Plasma			
	4070 00000 004	Monitor, Next Business Day Parts & Labor, Telephone Tech Support During	07.440	994	
	4870-00038-364	Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to	\$7,410	3%	
M		be prorated accordingly) *			
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		Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Single 50in.Plasma			
	4870-00038-161	Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus.	\$1,100	3%	
		Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	4.,		
M		accordingly) Partner Premier Out ofWarranty 1Yr, ViewStation Executive Coll, Single			\dashv
		50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support			
	4870-00038-162	During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to	\$2,200	3%	
M		be prorated accordingly)			
		Partner Premier 3Yr, ViewStation Executive Coll, Single 50in.Plasma Monitor,			
	4870-00038-362	Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs,	\$4,950	3%	
	.0.0 00000 002	Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$ 1,000	3 ,0	
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M	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
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M _ M _ M _ M _ M _	PART NUMBER			Disc	
M M MANAGEMENT MANAGEM	PART NUMBER 4870-00050-004	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System -		Disc 3%	
om _					
DM _DM _DM _DM _DM		Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System -			
DM _DM _DM _DM _DM _DM _DM _DM _DM _DM _		Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System -			
DM D		Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE*			
DM _DM _DM _DM _DM _DM _DM _DM _DM _DM _	4870-00050-004	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts	\$2,395	3%	
DM _DM _DM _DM _DM _DM _DM _DM _DM _DM _		Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs,			
DM D	4870-00050-004	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts	\$2,395	3%	
PM P	4870-00050-004	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts	\$2,395	3%	
PM P	4870-00050-004	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs,	\$2,395	3%	
PM P	4870-00050-004 4870-00050-112	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,395	3%	
M	4870-00050-004 4870-00050-112	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs,	\$2,395	3%	
M	4870-00050-004 4870-00050-112	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,395	3%	
M	4870-00050-004 4870-00050-112	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,395	3%	
DOM -	4870-00050-004 4870-00050-112	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$2,395	3%	
M	4870-00050-004 4870-00050-112	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next	\$2,395	3%	
M	4870-00050-004 4870-00050-112	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs,	\$2,395	3%	
M	4870-00050-004 4870-00050-112 4870-00050-312	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$2,395 \$2,920 \$7,010	3%	
M	4870-00050-004 4870-00050-112 4870-00050-312	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,395 \$2,920 \$7,010	3%	
M	4870-00050-004 4870-00050-112 4870-00050-312 4870-00050-114	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma	\$2,395 \$2,920 \$7,010 \$5,310	3% 3% 3%	
M	4870-00050-004 4870-00050-112 4870-00050-312	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During	\$2,395 \$2,920 \$7,010	3%	
M DM	4870-00050-004 4870-00050-112 4870-00050-312 4870-00050-114	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System - LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to	\$2,395 \$2,920 \$7,010 \$5,310	3% 3% 3%	
M DM	4870-00050-004 4870-00050-112 4870-00050-312 4870-00050-114	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During	\$2,395 \$2,920 \$7,010 \$5,310	3% 3% 3%	
M DM	4870-00050-004 4870-00050-112 4870-00050-312 4870-00050-114 4870-00050-115	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,395 \$2,920 \$7,010 \$5,310 \$4,250	3% 3% 3% 3%	
DM _DM _DM _DM _DM _DM _DM _DM _DM _DM _	4870-00050-004 4870-00050-112 4870-00050-312 4870-00050-114	Installation, ViewStation Executive Collection, Dual 50 in. Plasma Monitor System-LIST PRICE* Premier 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Price*	\$2,395 \$2,920 \$7,010 \$5,310	3% 3% 3%	

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4870-0005	50-161	Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,325	3%
4870-0005	50-162	Partner Premier Out ofWarranty 1Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordinaly)	\$2,650	3%
4870-0005	50-362	Partner Premier 3Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$5,965	3%
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		Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor,		
4870-0005	50-164	Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,980	3%
4870-0005	50-165	Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,190	3%
4870-0005	50-364	Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$8,920	3%
PART NU	MBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
		T		
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		Installation, ViewStation Executive Collection, Dual 61 in. Plasma Monitor System -		
4870-0005	51-004	LIST PRICE*	\$2,395	3%
		Premier 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts		
4870-0005	51-112	shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,910	3%
4870-0005	51-312	Premier 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$9,385	3%
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		Dramier Dive 4 Veer ViewStation Eventing Cell Divel C4 in Diagram Maritim News		
4870-0005	51-114	Premier Plus, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$7,110	3%
4870-0005	51-115	Premier Plus 2 Day, 1 Year, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,690	3%
4870-0005	51-314	Premier Plus, 3 Years, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE*	\$17,065	3%
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POLYCOM					
POLYCOM		D . D . D . AV. V. O D O . D . LO D			
POLYCOM	4870-00051-164	Partner Premier Plus, 1 Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$5,335	3%	
	4870-00051-165	Partner Premier Plus 2 Day, 1 Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be	\$4,265	3%	
POLYCOM		prorated accordingly) * Partner Premier Plus, 3 Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During			
POLYCOM POLYCOM	4870-00051-364	Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) *	\$11,945	3%	
POLYCOM					
POLYCOM		Partner Premier In Warranty 1Yr, ViewStation Executive Coll, Dual 61 in.Plasma			
POLYCOM	4870-00051-161	Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier Out ofWarranty 1Yr, ViewStation Executive Coll, Dual 61	\$1,775	3%	
POLYCOM	4870-00051-162	in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$3,550	3%	
POLYCOM	4870-00051-362	Partner Premier 3Yr, ViewStation Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$7,990	3%	
POLYCOM					
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM					
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POLYCOM					
		iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA			
POLYCOM	7200-52191-001	multimedia Display with IP interface as described in 2200-50610-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$23,499	32%	
POLYCOM	7200-52191-002	iiPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with QBRI interface as described in 2200-50609-001.Includes dual integrated speakers, subwoofer. DOES include English language components.	\$25,499	32%	
POLYCOM	7200-52191-003	iPower 9800 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with V.35 interface as described in 2200-50611-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$25,499	32%	
POLYCOM	7200-52192-001	iPower 9800 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50610-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,799	32%	
POLYCOM	7200-52192-002	iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50609-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$28,799	32%	
POLYCOM	7200-52192-003	iPower 9800 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50611-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$28,799	32%	
POLYCOM		,			
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POLYCOM	2200-50609-001	iPower 9800: chassis - QuadBRI, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$19,999	32%	
POLYCOM	2200-50610-001	iPower 9800: chassis - IP interface, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4- site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,999	32%	
POLYCOM	2200-50611-001	iPower 9800: chassis - V.35, PowerCam Plus NTSC, PowerMic, ImageShare II, new keyboard and remote, Meeting Tool Assistant functionality, 4-site IP MP. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$19,999	32%	
POLYCOM	2200-50617-001	iPower 9800 w/ dual 32 in. monitors/carts, incl: iPower 9800 w/ QBRI interface as described in 2200-50609-001, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor, DOES include English language components-no LK is necessary.	\$28,999	32%	
POLYCOM	2200-50618-001	iPower 9800 w/ dual 32 in. monitors and carts, incl: iPower 9800 w/ IP interface as described in 2200-50610-001, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor. DOES include English language components-no LK is necessary.	\$26,999	32%	

POLYCOM	2200-50619-001	iPower 9800 w/ dual 32 in. monitors and carts, includes: iPower 9800 w/ V.35 as described in 2200-50611, dual Premier cart w/ Bose speaker, XGA 32 in. monitor, NTSC/PAL 32 in. monitor. DOES include English language components - no LK is necessary.	\$28,999	32%
POLYCOM	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and North American power cables. To be ordered with iPower 9000 Series only.	\$0	0%
POLYCOM	2200-50679-001	3000iPower Ready systems, IP , English	\$18,099	32%
POLYCOM	2200-50680-001	3000iPower Ready systems, QUADBRI , English	\$20,099	32%
POLYCOM	2200-50681-001	3000iPower Ready systems, V.35 , English	\$20,099	32%
POLYCOM _				
POLYCOM _ POLYCOM				
FOLTCOIVI		Device 0400 (NITOO) with Madia October October 104 inch (00 discussion) VOA		
POLYCOM	7200-52201-001	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display, with IP interface as described in 2200-50730-001. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$20,999	32%
POLYCOM	7200-52201-002	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 viewable) XGA multimedia Display with QBRI interface as described in 2200-50733-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
POLYCOM	7200-52201-003	iPower 9400 (NTSC) with Media Center Cart and one 34-inch (32 veiwable) XGA multimedia Display with V.35 interface as described in 2200-50736-001. Includes dual integrated speakers, subwoofer. DOES include English language components.	\$22,999	32%
POLYCOM	7200-52202-001	iPower 9400 (NTSC) with Media Center Cart and two 34-inch (32 viewable) Displays with IP interface as described in 2200-50730-001. One NTSC and one XGA multimedia display. Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$24,299	32%
POLYCOM	7200-52202-002	include English language kit. iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with QBRI interface as described in 2200-50733-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
POLYCOM	7200-52202-003	iPower 9400 (NTSC) with Media Center Cart and two 34-inch(32 viewable) Displays with V.35 interface as described in 2200-50736-001. One NTSC and one XGA multimedia display.Includes dual integrated speakers, subwoofer. DOES include English language kit.	\$26,299	32%
POLYCOM				
POLYCOM _				
POLYCOM		iPower 9400: chassis - IP interface, iPower 70 NTSC camera, PowerMic, new		
POLYCOM	2200-50730-001	keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$15,499	32%
POLYCOM	2200-50733-001	iPower 9400: chassis - QUAD interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM	2200-50736-001	iPower 9400: chassis - V.35 interface, iPower 70 NTSC camera, PowerMic, new keyboard and remote. Does not include displays/carts, DOES include English language components - no LK is necessary.	\$17,499	32%
POLYCOM _				
POLYCOM _				
POLYCOM	2200-50623-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with QBRI interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
POLYCOM	2200-50624-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with IP interface, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$13,999	32%
POLYCOM	2200-50625-001	iPower 9000 Codec, includes: iPower 9000 2U rackmountable codec with V.35, rackmount kit, VISCA camera control cable with IR pins, new keyboard and remote, IR receiver. DOES include English language components - no LK is necessary.	\$15,999	32%
POLYCOM	2200-50626-001	iPower 9000 Series Language Kit, with US-English keyboard and remote, and North American power cables. To be ordered with iPower 9000 Series only.	\$0	3%
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POLYCOM	2200-50810-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to IP networks only	\$49,999	22%
POLYCOM	2200-50811-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas and floor stand, for connection to IP networks only	\$57,999	22%
POLYCOM	2200-50812-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$57,999	22%
POLYCOM	2200-50813-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	\$77,999	22%
		Polycom Executive Collection with complete iPower 9800 NTSC video conference		
POLYCOM	2200-50814-001	system, single 50 in. Plasma and floor stand, for connection to QBRI and IP networks Polycom Executive Collection with complete iPower 9800 NTSC video conference	\$51,999	22%

		Polycom	North America	an Price List - Generated on 02-MAR-2004_0	8:36:21_AM
POLYCOM	2200-50816-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to QUAD BRI and IP networks	\$59,999	22%	
POLYCOM	2200-50817-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to Quad and IP networks	\$79,999	22%	
POLYCOM	2200-50818-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor Stand, V35/RS449 network connections	\$51,999	22%	
POLYCOM	2200-50819-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasma and floor stand, V.35/RS449 network connections	\$59,999	22%	
POLYCOM	2200-50820-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$59,999	22%	
POLYCOM	2200-50821-001	Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	\$79,999	22%	
POLYCOM	2583-50927-001	Executive Collection optional credenza to be added to EC floor or wall system (as second credenza with wall system) to support additional equipment needs. Furniture only - does not include a codec, sound system or other electronics.	\$6,999	9%	
POLYCOM					
POLYCOM	8200-50647-001	PowerMic, with cable for connecting directly to iPower 9000, 900, 600 Series or Executive. Includes 25ft/7.5m cable. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%	
POLYCOM	8200-50648-001	Extension PowerMic, with cable for daisy-chaining to another PowerMic. Includes 25ft/7.5m and 10ft/3m cables. Also compatible with PictureTel Concorde, S4000EX/ZX, Venue.	\$799	9%	
POLYCOM	CBL-MIC-EXT-10	PowerMic daisy chain cable, 10ft/3m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$100	3%	
POLYCOM	CBL-MIC-EXT-25	PowerMic daisy chain cable, 25ft/7.5m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$100	3%	
POLYCOM	CP-0666	PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing system.	\$190	3%	
POLYCOM	CP-0692	PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing system.	\$260	3%	
POLYCOM	CP-0848	PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$180	3%	
POLYCOM	CP-1041	PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic to another PowerMic for larger room coverage.	\$240	3%	
POLYCOM	CP-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing system.	\$325	3%	
POLYCOM POLYCOM					
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POLYCOM	8200-50649-001	ImageShare II device for iPower 9000 Series, iPower 600 or iPower Executive. Includes 25ft/7.5m cable to system.	\$799	9%	
POLYCOM	CBL-IMAGESHARE-50	50ft/15m cable ImageShare device-to-system connection. For iPower 900 Series only.	\$250	9%	
POLYCOM	IMAGESHARE	ImageShare device for iPower 900 Series only. Includes 25ft/7.5m cable to system	\$2,000	32%	
POLYCOM					
POLYCOM					
POLYCOM	2200-51000-001	50ft/15m control cable for Sony EVI -D30/31/100 (VISCA) cameras on iPower	\$99	9%	
FOLTCOM	7230-21703-001	9000 Series Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$300	9%	
POLYCOM		Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power			
POLYCOM	7230-21704-001	supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power	\$500	9%	
POLYCOM	7230-21705-001	supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$780	9%	
POLYCOM	7230-21706-001	Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$960	9%	
POLYCOM	7230-50880-001	Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series.	\$325	9%	
POLYCOM	7230-50881-001	Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series	\$425	9%	
POLYCOM	7230-50882-001	Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	9%	
POLYCOM	8200-21387-001	PowerCam as auxiliary camera for iPower 9000 Series. Includes PowerCam NTSC and accessories including 50ft cables for iPower 9000.	\$1,499	9%	
POLYCOM	8200-50644-001	Adapter cable for connecting iPower 70 camera as auxiliary camera to iPower 9000 Series	\$49	9%	
POLYCOM	8200-50645-001	PowerCam Plus camera for iPower 9000 Series, NTSC video system. Includes 10ft/3m cable to system.	\$2,999	9%	
POLYCOM	CABLE-RPC50	Camera cable for iPower 70 or 80 cameras, 50ft/15m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$300	9%	

CP-0885	Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$700	3%
CP-0886	Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	3%
CP-1268	Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$850	3%
CP-1450	Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$175	3%
RPC-PSU	Power Supply for PowerCam, PowerCam Plus. Used when required by cable length. Also compatible with iPower 70 and iPower 80 camera models.	\$125	3%
TPD	Tripod for remote PTZ cameras.	\$500	9%
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2200-51002-001	IR receiver for new wireless keyboard and remote (US English only)	\$49	9%
2200-51004-001	New Wireless keyboard (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$399	9%
2200-51013-001	New Wireless keyboard and handheld remote control including IR receiver (English). For iPower 900, 600 and Executive, requires v5.0	\$499	9%
2200-51022-001	New Wireless handheld remote control (English). For iPower 900, 600 and Executive, requires v5.0 and new IR receiver	\$149	9%
LAMB-E	Look-at-Me-Button (English) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on	\$500	9%
	iPower 9000 Series. Look-at-Me-Button (French) for iPower 900 and 600 Series. English language.	Ψ000	
LAMB-F	Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
LAMB-G	Look-at-Me-Button (German) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	\$500	9%
LAMB-I	Look-at-Me-Button (Italian) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower	\$500	9%
LAMB-J	9000 Series. Look-at-Me-Button (Japanese) for iPower 900 and 600 Series. English language. Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on	\$500	9%
LAMB-P	iPower 9000 Series. Look-at-Me-Button (Portuguese) for iPower 900 and 600 Series. English language.	\$500	9%
LAIVID-Y	Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series. Look-at-Me-Button (Spanish) for iPower 900 and 600 Series. English language.	\$500	9%
1 4445 0		\$500	00/
LAMB-S	Also compatible with PictureTel Concorde/S4xxx and Venue. Not supported on iPower 9000 Series.	φ500	9%
LAMB-S		\$300	9%
LAMB-S		\$500	9%
8200-50642-001		\$99	9%
	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449		
8200-50642-001	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector)	\$99	9%
8200-50642-001 8200-50643-001	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449	\$99	9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-	\$99 \$99 \$60	9% 9% 3%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m.	\$99 \$99 \$60 \$60	9% 9% 3% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems.	\$99 \$99 \$60 \$60 \$30	9% 9% 3% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01).	\$99 \$99 \$60 \$60 \$30 \$25	9% 9% 3% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart.	\$99 \$99 \$60 \$60 \$30 \$25 \$60	9% 9% 3% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and	\$99 \$99 \$60 \$60 \$30 \$25 \$60	9% 9% 3% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica,	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only.	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25	9% 9% 3% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25 \$25	9% 9% 9% 9% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and Europe.	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$25 \$25 \$25 \$25	9% 9% 9% 9% 9% 9% 9% 9% 9% 9% 9%
8200-50642-001 8200-50643-001 CABLE-YC10 CBL-KIT-VCR CBL-LINEAUDIO CBL-PEOPLE-RCA CBL-VID-RCA CBL-VID-YC PWR-ADAPTER-A PWR-CBL-A	Rackmount kit for iPower 9000 Series. Includes front and rear rackmount ears. Cable for connecting an iPower 9000 or 900 Series with V.35 to an RS-449 network device (DB37 connector) 10 ft. Standard S-Video Cable (4 Pin to 4 Pin). Kit of cables for connecting VCR to iPower 900 Series (2x RCA-to-RCA, 2x mini-DIN to 2x RCA). Adapter for line level audio input (7-pin DIN to RCA female) For iPower systems. Composite video cable for people monitor (4-pin DIN to RCA male), 5ft/1.5m. Adapter for composite input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to RCA female, P/N 510-0192-01). Adapter for S-Video input on auxiliary video input on iPower 900 or 600 Series (8-pin DIN to 4-pin DIN, P/N 510-0193-01). Adapter cable for connecting a US-standard power cable to the universal power outlet on Premier Cart. Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, Mexico, Peru, Puerto Rico, United States, and Venezuela. Wireless Tablet for iPower systems. Includes tablet, two tablet layouts, pen with pen cord and batteries, USB Bluetooth hub, tablet re-charger (US power cord), and software, English language only. Spare replacement pen for Wireless Tablet for iPower systems, for US and	\$99 \$99 \$60 \$60 \$30 \$25 \$60 \$60 \$25 \$25	9% 9% 9% 9% 9% 9% 9% 9% 9%

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POLYCOM					
POLYCOM	2200-21450-001	Polycom Interactive Voice & Touch Control software for iPower systems 5.3 or higher. Allows users to control iPower system with voice commands and control	\$1,999	9%	
POLYCOM	2200-51030-001	camera with pointing device. English language support only. Version 5.0 Software Upgrade - For iPower 600, 900, 9000 running v3.x and above.	\$35	3%	
POLYCOM	2200-51031-001	Version 5.0 Software Upgrade. For iPower 900 systems running v2.x or lower. Includes Windows 2000 upgrade license	\$125	3%	
POLYCOM	2200-51032-001	Version 5.0 Software Upgrade. For iPower 900 systems running v3.x or higher - Reimage CD set	\$35	3%	
POLYCOM	2200-51033-001	Version 5.0 Software Upgrade. For iPower 9000 systems - Re-image CD set	\$35	3%	
POLYCOM	2200-51034-001	Digital Conference Recording software option for iPower systems. Enables system to record meeting people and content to a designated computer folder. For any iPower system running v5.0 or higher.	\$2,499	39%	
POLYCOM	3200-50651-001	Internal 4-site multipoint option for iPower systems. Enables system to call up to 3 video sites at 768 kbps each on H.323/IP. For iPower 600, 900, 9000 running v3.1 and above.	\$2,999	39%	
POLYCOM	3200-50652-001	Internal 12-site multipoint option for iPower systems. Enables system to call up to 11 video sites at 768 kbps each on H.323/IP. For iPower 9000 Series, or iPower 600 and 900 running v5.0 and above.	\$6,999	39%	
	IPOWER-MTA	Meeting Tool Assistant feature for iPower systems. Allows user interface controls of select models of document camera, VCR, and projector. Controls are RS-232-	\$1,499	39%	
POLYCOM POLYCOM	P600-UPG-SW4.0	based and may require additional hardware and/or cables. Version 4.0 Upgrade for iPower 600 Series systems - Software only.	\$35	3%	
FOLTCOM		Version 4.0 Opgrade for iPower 600 Series systems - Software only. Version 4.0 Upgrade - For iPower 900 systems running v3.0 or higher - Software			
POLYCOM	P900-UPG-SW4.0	Only	\$35	3%	
POLYCOM	P900-UPG-SW4.0-W2K	Version 4.0 Upgrade - For iPower 900 systems running v2.x or lower - Software Only - Includes Windows 2000 upgrade license	\$125	3%	
POLYCOM POLYCOM	-			T	
POLYCOM		1		<u>l</u>	
POLYCOM POLYCOM	5200-50900-001	iPower Documentation CD, including electronic version of latest documentation (software v5.0) for iPower 9000/900/600 Series.	\$29	3%	
POLYCOM					
POLYCOM					
POLYCOM	4865-06680-001	Certification for Pre-Service Contract Inspection - LIST PRICE	\$499	3%	
POLYCOM	4865-06680-002	Pre-Contract Inspection Fee for Video products - Reseller	\$449	3%	
POLYCOM	ETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$500	3%	
POLYCOM	ETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, LIST PRICE	\$700	3%	
POLYCOM	RETS5-12-IPWR-P	Extended Telephone Support,iPower, 5 Days, Monday-Friday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide, Reseller	\$450	3%	
POLYCOM	RETS7-12-IPWR-P	Extended Telephone Support, iPower, 7 Days, Monday-Sunday, by 24 hours, 1 year, Add-on to on-site maintenance service offering for which terms must coincide. Reseller	\$630	3%	
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POLYCOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM					
POLYCOM					
POLYCOM					
POLYCOM	4870-00055-004	Installation, iPower 9000 Series, On-site Installation of System and certain Collaboration Tools, LIST PRICE*	\$1,500	3%	
POLYCOM				1	
POLYCOM		1			
	4870-00055-112	Premier 1 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST	\$1,095	3%	
POLYCOM	4870-00055-312	PRICE Premier 3 Year, iPower 9000 Series, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates &	\$2,630	3%	
POLYCOM POLYCOM	.5.5 53000 0.2	Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) - LIST PRICE	+ =,-00		
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POLYCOM		1			
POLYCOM	4870-00055-114	Premier Plus, 1 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,995	3%	
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POLYCOM	4870-00055-115	Premier Plus 2 Day, 1 Year, iPower 9000 Series, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,595	3%	
POLYCOM	4870-00055-314	Premier Plus, 3 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades	\$4,790	3%	
POLYCOM POLYCOM		(prices for terms other than 3 Yrs to be prorated accordingly) LIST PRICE*			
POLYCOM					
POLYCOM	4870-00055-161	Partner Premier In Warranty, 1 Yr, iPower 9000 Series, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$350	3%	
POLYCOM	4870-00055-162	Partner Premier Out of Warranty, 1 Yr, iPower 9000 Series, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$700	3%	
POLYCOM	4870-00055-362	Partner Premier 3 Year, iPower 9000 Series, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)	\$1,575	3%	
POLYCOM					
POLYCOM					
POLYCOM					
POLYCOM	4870-00055-164	Partner Premier Plus, 1 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$1,495	3%	
POLYCOM	4870-00055-165	Partner Premier Plus 2 Day, 1 Year, iPower 9000 Series, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,275	3%	
POLYCOM	4870-00055-364	Partner Premier Plus, 3 Year, iPower 9000 Series, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly)*	\$3,350	3%	
POLYCOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
FOLTCOW _					
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POLYCOM					
POLYCOM POLYCOM	4870-00052-004	Installation, iPower 9000 Executive Collection, Single 50 in. Plasma Monitor System - LIST PRICE*	\$1,995	3%	
POLYCOM POLYCOM POLYCOM	4870-00052-004		\$1,995	3%	
POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-004		\$1,995	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-004 4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,995 \$2,425	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM		Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated			
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly). LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly). LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$2,425	3%	
POLYCOM	4870-00052-112	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly). LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425	3%	
POLYCOM	4870-00052-112 4870-00052-312	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$2,425 \$5,820	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be	\$2,425 \$5,820 \$4,410	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3%	
POLYCOM	4870-00052-112 4870-00052-312 4870-00052-114 4870-00052-115	Premier 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE Premier Plus, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus, 3 Years, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$2,425 \$5,820 \$4,410 \$2,530	3%	

POLYCOM	4870-00052-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates& Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$1,895	3%
POLYCOM	4870-00052-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)*	\$7,410	3%
POLYCOM				
POLYCOM				
POLYCOM				
POLYCOM	4870-00052-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,100	3%
POLYCOM	4870-00052-162	Partner Premier Out of Warranty 1Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$2,200	3%
POLYCOM	4870-00052-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Single 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$4,950	3%

PART NUMBER	Description	LIST PRICE	<u>Disc</u>
4870-00053-004	Installation, iPower 9000 Executive Collection, Dual 50 in. Plasma Monitor System	\$2,395	3%
	- LIST PRICE*	V =,000	
	Premier 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts		
4870-00053-112	shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$2,920	3%
	accordingly) LIST PRICE Premier 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts		
4870-00053-312	shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly) LIST PRICE	\$7,010	3%
	,	"	
	Premier Plus, 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next		
4870-00053-114	Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,310	3%
4870-00053-115	Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$4,250	3%
4870-00053-314	Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$12,745	3%
	accordingly) LIST PRICE*		
4870-00053-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,325	3%
4870-00053-162	Partner Premier Out ofWarranty 1Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to	\$2,650	3%
4870-00053-362	be prorated accordingly) Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$5,965	3%
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4870-00053-164	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,890	3%
4870-00053-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$3,190	3%
4870-00053-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 50in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to	\$8,920	3%

PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
	!		
4870-00054-004	Installation, iPower 9000 Executive Collection, Dual 61 in. Plasma Monitor System - LIST PRICE*	\$2,395	3%
	EIGTTNICE		
	Premier 1 Year, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Parts		
4870-00054-112	shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,910	3%
4870-00054-312	Premier 3 Years, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$9,385	3%
	accordingly) LIST PRICE		
4870-00054-114	Premier Plus, 1 Year, iPower 9000 Executive Coll, Dual 61 in Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$7,110	3%
4870-00054-115	Premier Plus 2 Day, 1 Year, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$5,690	3%
4870-00054-314	Premier Plus, 3 Years, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated	\$17,065	3%
	accordingly) LIST PRICE*		
4870-00054-161	Partner Premier In Warranty 1Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,775	3%
4870-00054-162	Partner Premier Out ofWarranty 1Yr, iPower 9000 Executive Coll, Dual 61 in. Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates&Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$3,550	3%
4870-00054-362	Partner Premier 3Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Parts shipped premium day of call, Telephone Tech Support During Bus. Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to be prorated accordingly)	\$7,990	3%
	accordingly)		
	Partner Premier Plus, 1 Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma		
4870-00054-164	Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$5,335	3%
4870-00054-165	Partner Premier Plus 2 Day, 1 Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts&Labor, Telephone Tech Support During Business Hrs, SW Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) *	\$4,265	3%
4870-00054-364	Partner Premier Plus, 3 Yr, iPower 9000 Executive Coll, Dual 61 in.Plasma Monitor, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software Updates & Upgrades (prices for terms other than 3 Yr to	\$11,945	3%

PART NUMBER	Description	LIST PRICE	Disc
. 7.11.11.11.11.11.11.11.11.11.11.11.11.11	I		<u>5100</u>
2200-20500-001	ViaVideo II Desktop Video Communication System: US, Canada, Guam, Puerto Rico, Virgin Islands. Must be purchased in Multiples of 5 Units for Transportation	\$599	30%
	Purposes		
	*Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries.	
4862-06837-001	ViaVideo Remote Installation	\$100	3%
4450.00555.55			0
1456-00286-002 1456-00286-009	Power Cord Accessory Kit for ViaVideo: UK Power Cord Accessory Kit for ViaVideo: Israel	\$9 \$9	9% 9%
1456-00286-009	Power Cord Accessory Kit for ViaVideo: India	\$9	9%
1456-10445-001	Power Cord Accessory Kit for ViaVideo: North America	\$9	9%
2465-10245-001	Power Supply - ViaVideo Integrated Power Cord & Supply (North America & Canada only)	\$29	9%
2465-10246-001	Power Supply - ViaVideo Universal Power Supply	\$29	9%
2200-20217-001	ViaVideo Flatscreen / Laptop Mounting Clip	\$20	9%
PART NUMBER	Description	LIST PRICE	Disc
4870-00063-004	Installation, ViaVideo On-site installation of bundles of 10 only in same location,	\$1,995	3%
	LIST PRICE * Installation, ViaVideo On-site installation per unit for each additional unit after first		
4870-00063-104	10 in same location location, LIST PRICE *	\$150	3%
	Premier, ViaVideo 1 Year, Phone tech support, Parts shipped premium on day of	\$199	3%
4870-00063-112	call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE		
4870-00063-112 4870-00063-312	call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be	\$475	3%
	call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of	\$475	3%
	call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be	\$475	3%
	call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be	\$475	3%
	call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be	\$475	3%
	call, software updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE Premier, ViaVideo 3 Year, Phone tech support, Parts shipped premium on day of call, software updates & upgrades (prices for terms other than 3 year to be	\$475 \$149	3%

PART NUMBER	Description	LIST PRICE	Disc
- THE THE SERVICE SERV			<u> </u>
2624-10770-001	Camera - ELMO EV-2000 Visual Presenter Document Camera	\$2,499	9%
2200-50514-001	Single BRI encryption product for iPower, Viewstation, and MGC.	\$1,999	9%
2200-50515-001	QUAD BRI encryption product for iPower, Viewstation, and MGC	\$4,999	9%
2200-50516-001	PRI Encryption product for iPower, ViewStation, and MGC	\$12,999	9%
2200-08406-003	Triple BRI NT1 network termination. For U-interface ISDN BRI. One required per three BRI. Includes Power Supply. Available in U.S. and Canada only.	\$479	9%
NT1	Network termination (NT1). For U-interface ISDN BRI. One required per BRI. Includes Power Supply. Available in U.S. and Canada only.	\$330	9%
NT1-QUAD	Network termination (NT1). For U-interface ISDN BRI. One required per four BRI. Includes Power Supply. Available in U.S. and Canada only.	\$550	9%
	T	"	
	Product Category Legend - Polycom Media center - Carts & Displays		
	Mounting Brackets are included		
	Delivery Media Center Cert to support one display up to 24 inches with interrested		
230-52195-001	Polycom Media Center Cart to support one display up to 34 inches, with integrated dual speakers, subwoofer, includes four-position universal power strip and four adaptor power cords. Display not included. 120v	\$2,500	12. 5 %
230-52196-001	Polycom Media Center Cart to support two displays up to 34 inches, with integrated dual speakers, subwoofer, includes four-position universal power strip and four adaptor power cords. Displays not included. 120v	\$3,500	9%
CART-1	Portable utility cart with removable center shelf. Only supports the following 27" monitors, MN27-MM, MN 27. Monitor brackets are NOT included and only ship	\$1,000	9%
	with the Polycom supplied 27" monitors		
	Polycom Media Center Cart/Display Package - 34-inch (32 inch viewable) multi-		
2230-52225-001	media display and cart. Display supports NTSC, PAL, VGA, XGA. Includes integrated dual speakers, subwoofer, universal power strip and adaptor cords. 120v	\$5,500	9%
2230-52226-001	Polycom Media Ctr Cart/Display Package - Two 34-inch (32 inch viewable) displays and cart. One display supports NTSC, PAL, VGA, XGA, second supports NTSC/PAL. Includes integrated dual speakers, subwoofer, universal power strip	\$8,800	9%
	and adaptor cords. 120v		
	1		
	Standalone 29 inch (27 in. viewable) multi-media display. Supports PAL and		
MN27-MM	NTSC video. (Must order applicable Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A)	\$2,000	9%
MN29	Standalone 29 inch (27 in. viewable) NTSC/PAL display. (Must order applicable Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A) Standalone 34 inch (32 in. viewable) NTSC/PAL display. (Must order applicable	\$1,050	9%
MN34	Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A)	\$1,595	9%
MN34-MM	Standalone 34 in. (32 in. viewable) multi-media display. Supports PAL and NTSC video, VGA and XGA. (Must order applicable Power Cable (PWR-CBL-x) if you do not use PWR-CBL-A)	\$3,250	9%
	not doc 1 HIN-ODE-A)		
	Power Cable(s) - Bermuda, Bolivia, Brazil, Canada, Colombia, Costa Rica,		

PART NUMBER	Description	LIST PRICE	Disc
- AKT NOWDER	<u>Doodingtiert</u>	LIGITINIOL	DIOC
4870-00056-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%
	modulation - Dabyton Entryphon (On-Site installation of System) LIST FRICE	ΨΟΟΟ	3 /0
	Premier 1 Year, Babylon Encryption SBRI, Parts shipped premium day of call,		
4870-00056-112	Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE	\$240	3%
	PRICE		
4870-00056-114	Premier Plus, 1 Year, Babylon Encryption SBRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$440	3%
4870-00056-115	Premier Plus 2 Day, 1 Year, Babylon Encryption SBRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$350	3%
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	Postora Postria Phys. A Vera Polydor F (1. CDD) M. CD		
4870-00056-164	Partner Premier Plus, 1 Year, Babylon Encryption SBRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$330	3%
4870-00056-165	Partner Premier Plus 2 Day, 1 Year, Babylon Encryption SBRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$265	3%
		11	
4870-00056-161	Partner Premier In Warranty, 1 Yr, Babylon Encryption SBRI, Qualified Service Partner Only, Parts shipped premium day of call, Technical Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$175	3%
4870-00056-162	Partner Premier Out of Warranty, 1 Yr, Babylon Encryption SBRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated	\$200	3%
	accordingly)		
PART NUMBER	Description	LIST PRICE	Disc
4870-00057-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%
		11	
	Premier 1 Year, Babylon Encryption QUAD BRI, Parts shipped premium day of		
	call, Unlimited Telephone Technical Support During Business Hours, Software	\$600	3%

	4870-00057-114	Premier Plus, 1 Year, Babylon Encryption QUAD BRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,090	3%	
		PRICE*			
	4870-00057-115	Premier Plus 2 Day, 1 Year, Babylon Encryption QUAD BRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$870	3%	
		PRICE*			
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		Partner Premier In Warranty, 1 Yr, Babylon Encryption QUAD BRI, Qualified			
	4870-00057-161	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$435	3%	
		Partner Premier Out of Warranty, 1 Yr, Babylon Encryption QUAD BRI, Qualified			
	4870-00057-162	Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates&Upgrades (prices for terms other than 1 Yrs to be	\$495	3%	
L		prorated accordingly)			
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		Partner Premier Plus, 1 Year, Babylon Encryption QUAD BRI, Next Business Day			
	4870-00057-164	Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$820	3%	
		Partner Premier Plus 2 Day, 1 Year, Babylon Encryption QUAD BRI, 2nd Business			
	4870-00057-165	Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$655	3%	
	PART NUMBER	Description	LIST PRICE	Disc	
	PART NUMBER	Description	LIST PRICE	DISC	
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	4870-00058-004	Installation -Babvion Encryption (On-site Installation of system) LIST PRICE*	\$550	3%	
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%	
	4870-00058-004	Installation -Babylon Encryption (On-site Installation of system) LIST PRICE*	\$550	3%	
	4870-00058-004		\$550	3%	
	4870-00058-004 4870-00058-112	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates	\$550 \$1,705	3%	
		Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call,			
		Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST			
		Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST			
		Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE			
		Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST			
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts &	\$1,705	3%	
	4870-00058-112	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,705	3%	
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Labor, Unlimited Phone support during Business Hours, Software Updates &	\$1,705	3%	
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,705	3%	
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,705	3%	
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,705	3%	
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST	\$1,705	3%	
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,705	3%	
	4870-00058-112 4870-00058-114	Premier 1 Year, Babylon Encryption PRI, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly) - LIST PRICE Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE* Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$1,705	3%	

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MO				
СОМ	4870-00058-162	Partner Premier Out of Warranty, 1 Yr, Babylon Encryption PRI, Qualified Service Partner Only, Parts shipped premium day of call, Tech Phone Support to Channel, Software Updates&Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)	\$1,405	3%
СОМ	4870-00058-164	Partner Premier Plus, 1 Year, Babylon Encryption PRI, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yrs to be prorated accordingly)*	\$2,125	3%
СОМ	4870-00058-165	Partner Premier Plus 2 Day, 1 Year, Babylon Encryption PRI, 2nd Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE*	\$2,045	3%

		Polycom	North American	Price List - Generated on 02-MAR-2004_08	3:36:21_AM
POLYCOM					
PULYCUM					
POLYCOM					
POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
POLYCOM POLYCOM		Product Family Section Legend - MGC-25			
POLYCOM		Polycom's MGC-25 Platform is an easy to use, plug-and-play, multi-network conference	encing solution.	The MGC-25 is a small 19in chassis	
POLYCOM		with a sleek, rack-mountable design, yet provides value conferencing by supporting the same software as the MGC-50 and MGC-100 platforms. With ter		ations of Haifford Operforms since	
POLYCOM POLYCOM		Polycom VideoPlus, Polycom VoicePlus and standalone gateway,	i preset configura	ations of Unified Conferencing,	
POLYCOM		the MGC-25 is the perfect solution for any workgroup environment			
POLYCOM		or large enterprise with distributed network requirements.			
POLYCOM					
POLYCOM					
POLYCOM					
	\/DO\\\\04.04	MGC-25 GW1: 2U 19 in. chassis, Single PRI Gateway for IP/ISDN, 3 sites@384	#00.000	05%	
POLYCOM	VBGW0101	kbps T1, 5 sites@384 kbps E1, 11 sites@384 kbps T1, 12 sites @128 kbps E1, Audio TX, MGC Manager	\$22,000	35%	
		MGC-25 GW2: 2U 19 in. chassis, Dual PRI Gateway for IP/ISDN, 7 sites@384			
POLYCOM	VBGW0102	kbps T1, 10 sites@384 kbps E1, 12 sites @128K T1/E1, Audio TX, MGC-Manager	\$34,500	35%	
FOLTCOM	\/D\\\\	MGC-25 VoicePlus 24: 2U 19 in. chassis, 23 PSTN ports T1, 24 PSTN ports E1,	A 07.000	0594	
POLYCOM	VBMA2401	Voice IVR/DTMF, Audio TX, VCS, MGC Manager	\$27,000	35%	
POLYCOM	VBMA4801	MGC-25 VoicePlus 48: 2U 19 in. chassis, 46 ports T1, 48 PSTN ports E1, Voice IVR/DTMF, Audio TX, VCS, MGC Manager	\$38,000	35%	
TOLTOOM		MGC-25 ISDN V: 2U 19" Chassis. Up to: 12 ISDN@128 kbps@T1/E1, 7-10			
	VBMI1006	ISDN@384 kbps @T1/E1, 3-5 ISDN@768 kbps@T1/E1, 2 ISDN@T1/E, HWCP,	\$63,500	35.00%	
POLYCOM		Audio/Video TX, MGC Manager MGC-25 IP12: 2U 19 in. chassis, 12 IP sites@384 kbps or 24 sites @128 kbps,			
POLYCOM	VBMP1201	IVR/DTMF, SWCP, VCS, MGC-Manager	\$26,000	35%	
DOLVOOM	VBMP1601	MGC-25 IP16+: 2U 19 in. chassis, 16 IP sites @384 kbps, 24 IP sites @128 kbps	\$43,500	35%	
POLYCOM		& 8 PSTN, IVR/DTMF, SWCP, VCS, MGC Manager MGC-25 IP16+ V: 2U 19" Chassis. Up to: 8 PSTN@64 kbps, 24 IP@128 kbps, 16			
	VBMP1606	IP@384 kbps, 8 IP@768 kbps, 4 IP@T1/E1, SWCP, HWCP, Audio/Video TX,	\$63,500	35%	
POLYCOM		MGC Manager			
		MGC-25 Unified 24: 2U 19" chassis: 24 PSTN, 12 ISDN@128kbps@T1/E1, 7-10 ISDN@384kbps @T1/E1, 3-5 ISDN@768kbps@T1/E1, 2 ISDN@T1/E1, 16			
	VBMU2401	VoIP/64kbps, 16 IP@128kbps, 16 IP@384kbps, 8 IP@768kbps, 4 IP@T1/E1,	\$59,950	35%	
POLYCOM		Audio TX, Unified Conf Suite, SWCP, MGC Manager MGC-25 Unified 24 V: 2U 19" chassis: 24 PSTN, 12 ISDN@128kbps@T1/E1, 7-10			
	\/DMI10400	ISDN@384kbps @T1/E1, 3-5 ISDN@768kbps@T1/E1, 2 ISDN@T1/E1, 16	#70.050	05.000/	
BOLVOOM	VBMU2406	VoIP/64kbps, 16 IP@128kbps, 16 IP@384kbps, 8 IP@768kbps, 4 IP@T1/E1,	\$79,950	35.00%	
POLYCOM POLYCOM		Audio/Video TX, UCS, HWCP, SWCP, MGC Manager			
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POLYCOM					
POLYCOM					
POLYCOM	VBUP0101	MGC-25 GW1 Upgrade to U24	\$42,950	35%	
POLYCOM	VBUP0102	MGC-25 GW2 Upgrade to U24	\$30,450	35%	
POLYCOM POLYCOM	VBUP1006 VBUP1201	MGC-25 ISDN V Upgrade to Unified 24 V MGC-25 IP12 Upgrade to U24	\$21,450 \$38,950	35% 35%	
POLYCOM	VBUP1601	MGC-25 IP12 Opgrade to U24 MGC-25 IP16+ Upgrade to U24	\$38,950	35%	
POLYCOM	VBUP1606	MGC-25 IP 16+ V Upgrade to Unified 24 V	\$21,450	35%	
POLYCOM	VBUP2401	MGC-25 VP24 Upgrade to U24	\$37,950	35%	
POLYCOM	VBUP2402	MGC-25 VoicePlus24 Upgr. to VPlus48	\$16,000	35%	
POLYCOM				,	
POLYCOM					7
	-				
POLYCOM		MGC-25 Channel Certification Package: MGC-25 IP16+, MGCMGR, Shipping,			
	VBMP1602	Training (SUP1440) - Qty 1. PURCHASE OF SUPDEMO25 (1 YR BASIC	\$7,195	5%	
POLYCOM		SERVICE/SUPPORT) IS MANDATORY; SUPPORT RENEWAL PURCHASE REQUIRED EACH SUBSEQUENT YEAR	. ,		
POLYCOM POLYCOW					

MOS	DARTAHIMBER	Provinting	LIOT PRIOF	Disc
MO:	PART NUMBER	Description	LIST PRICE	Disc
OM		Product Family Section Legend - MGC-50 and MGC-100		
OM		Polycom's MGC-50 and MGC-100 are high performance, highly		
OM		scalable MCUs and gateway platforms. These flexible systems,		
OM		designed to accommodate users' changing multipoint needs, use a		
OM		modular `universal slot' platform that allows a high degree of		
OM		customization based on port capacity and functional requirements.		
OM	-			
ОМ				
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JIVI		MGC-50 VoicePlus Bridge - 192 ports ISDN/PRI T1/E1 (Net8,Net4, 2 Audio 48/96,		
MC	VVCS0192	IVR/DTMF,8 slot chassis, AC Power,MGC Manager)	\$152,300	44.00%
	VVCS0288	MGC-50 VoicePlus Bridge - 288 ports ISDN/PRI T1/E1 (2 Net8, 3 Audio 48/96,	\$209,700	44.00%
OM	V V C 30200	IVR/DTMF,8 slot chassis, AC Power, MGC Manager)	\$209,700	44.00 %
214	VVCS0384	MGC100 VoicePlus Bridge - 384 ports ISDN/PRI T1/E1 (Net8, Net4, 4 Audio	\$283,900	44.00%
MC		48/96, IVR/DTM, 16 slot chassis, AC Power, MGC Manager) MGC 100 VoicePlus Bridge - 768 ports ISDN/PRI T1/E1 (4 Net8, Net4, 8 Audio		
MC	VVCS0768	48/96, IVR/DTMF, 16 slot chassis, AC Power, MGC Manager)	\$525,500	44.00%
····	10/00/100/	MGC-50 VoicePlus Bridge - 48 ports ISDN/PRI T1/E1 (Net4, Audio24/48,	***	44.000/
MC	VVCS4801	IVR/DTMF, 8 slot chassis, AC Power, MGC Manager)	\$63,000	44.00%
	VVCS9601	MGC 50 VoicePlus Bridge - 96 ports ISDN/PRI T1/E1 (Net8, A48/96, IVR/DTMF,8	\$90,900	44.00%
MC	V V C C 300 1	slot chassis, AC Power,MGC Manager)	Ψ30,300	44.0070
MC				
214				
MC				
MC				i
MC	VCMR0801	MGC-50 19" Rack Mount Kit: configure the 8-slot chassis for a 19" rack (90 deg)	\$1	3%
	VONDAGA	MGC-100 23" Rack Mount Kit: configure the 16-slot chassis for a 23" rack (Not for	0.4	201
OM	VCMR1601	NEBS)	\$1	3%
	VCMR1602	MGC-100 19" Rack Mount Kit (90deg): configure the 16-slot chassis for a 19" rack	\$1	3%
MC	70	(90 degree) (Not for NEBS)	Ψ.	0,0
MC	VCMR1603	MGC-100 Rack Mount Field Upgr: rack mount field upgrade for a 16 slot chassis	\$300	3%
JIVI		MGC-50 Table Top Side Panels: configure the 8 slot chassis with Table Top side		
MC	VCMT0801	panels	\$1	3%
	VCMT1601	MGC-100 Table Top Side Panels: configure the 16 slot chassis with Table Top	\$1	3%
MC		side panels		
MC	VCPA1601	MGC AC Power supply for MGC-100 (8-10 modules, Average 9)	\$4,000	44.00%
MC	VCPB0001	MGC-100 Power Supply Blank: blank panel for empty power supply slot	\$0	44.00%
MC	VCPD4801	MGC DC Power Supply for MGC-100 Chassis (8-10 modules, Average 9)	\$5,000	44.00%
	VCPN4801	MGC DC Power Supply for MGC-100 NEBS chassis (8-10 modules, Average 9)	\$5,000	44.00%
MC	701144001	med be toward dupply for med for the be chaused to to modules, twentage of	φο,σσσ	44.0070
MC	VCSA0801	MGC-50 Base System: 8-slot (AC) core system (Chassis/ACpwr/MGC Manager)	\$17,500	44.00%
OM	VCSA0802	MGC-50 - 8 slot AC chassis ONLY	\$5,500	44.00%
JIVI		MGC-100 Base System (AC): 16-slot (AC) core system (Chassis/1 AC pwr/MGC		
MC	VCSA1601	Manager)	\$26,300	44.00%
MC	VCSA1602	MGC-100 - 16 slot AC chassis ONLY	\$10,300	44.00%
	\/OOD4004	MGC-100 Base System (DC): 16-slot (DC) core system (Chassis/1 DC pwr/MGC		
MC	VCSD1601	Manager)	\$27,300	44.00%
MC	VCSD1602	MGC-100 - 16 slot DC chassis ONLY	\$10,300	44.00%
	VCSN1601	MGC-100 NEBS Base System (DC): 16-slot (DC) NEBS Level 3 core system	\$52,300	44.00%
MC		(Chassis/1 DC pwr/MGC Manager) 23' Rack Mount		
MC	VCSN1602	MGC-100 - 16 slot NEBS/DC Chassis ONLY	\$35,300	44.00%
MC	VCUS0101	MGC Control Unit for MGC-100 (MCMS)	\$12,000	44.00%
MC	VCUS0102	MGC Control Unit for MGC-50 (MCMS)	\$12,000	44.00%
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MC	\/aa	MDIANA O HA A A A A A A A A A A A A A A A A A		
MC	VCCM0101	MPI 1 Meter Cable to connect to MPI Panel	\$1	3%
MC	VCCM0501	MPI 5 Meter Cable to connect to MPI Panel	\$1	3%
71.4	VCCM3501	MGC MPI Adapter RS449 to V.35 DTE-M: V.35 physical interface adapter for DTE	\$1	3%
MC		(straight) connections MGC MPI Adapter RS449 to V.35 DCE-F: V.35 physical interface adapter for DCE		
MC	VCCM3502	(crossover) connections	\$1	3%
	1/00144004	MGC MPI Panel 16 RS449 DTE-F Connections: supports up to 16 RS449 DTE	C4	20/
MC	VCCM4901	serial connections + 16 RS366 dialing ports	\$1	3%
	VCCM4902	MGC MPI Adapter DCE-F: RS449 physical interface adapter for DCE (crossover)	\$1	3%
MC	VOOIVITOUZ	connections	Ψ'	
7 14	VCCM5301	MGC MPI Adapter RS449 to EIA530 DTE-M: EIA-530 physical interface adapter	\$1	3%
MC		for DTE (straight) connections MGC MPI Adapter RS449 to EIA530 DCE-F: EIA-530 physical interface adapter		
OM	VCCM5302	for DCE (crossover) connections	\$1	3%
DM	VCCN4501	MGC NET (T1) RJ45 to J-1 Adapter Cable: Network J-1 adapter for T1 service	\$50	3%
	VCCN4502	MGC NET (E1) RJ45 to BNC Balun: Network BNC adapter for E1 service	\$65	3%
		MGC Power Cord 110VAC 2.3 Meter (8 ft) North America, Saudi Arabia,		
JIVI	VCCP0101	Venezuela	\$0	3%
ОМ	VCCP0102	MGC Power Cord 250VAC 2.3 Meter (8 ft) Europe	\$0	3%
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OLYCOM	VCCP0105	MGC Power Cord 250VAC 2.3 Meter (8 ft) Italy, Chile	\$0	3%
OLYCOM	VCCP0106	MGC Power Cord 250VAC 2.3 Meter (8 ft) India, South Africa	\$0	3%
OLYCOM	VCCP0107	MGC Power Cord 250VAC 2.3 Meter (8 ft) Switzerland	\$0	3%
OLYCOM	VCCP0108	MGC Power Cord 250VAC 2.3 Meter (8 ft) Israel	\$0	3%
OLYCOM	VCCP0109	MGC Power Cord 250VAC 2.3 Meter (8 ft) Australia, New Zealand	\$0	3%
OLYCOM	VCCP0110	MGC Power Cord 250VAC 2.3 Meter (8 ft) Denmark, Sweden	\$0	3%
OLYCOM	VCCP0111	MGC Power Cord 250VAC 2.3 Meter (8 ft) Argentina, Uruguay	\$0	3%
OLYCOM	VCCP0112	MGC Power Cord 110VAC 2.3 Meter (8 ft) Japan, Taiwan, Thailand	\$0	3%
OLYCOM	VCCP0113	MGC Power Cord 250VAC 2.3 Meter (8 ft) South America, Korea	\$0	3%
OLYCOM	VCCP0114	MGC Power Cord 250VAC 2.3 Meter (8 ft) Hong Kong	\$1	3%
OLYCOM	VCCF0114	MIGC Fower Cold 250 VAC 2.3 Meter (6 It) Horig Kong	ΦI	376
JL I COIVI				
DLYCOM				
DLYCOM				
	\/A.W.40.40.4	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-	00.000	44.000/
DLYCOM	VNMM0401	530. RS366 Dialing. 1 Meter Cable included.	\$6,000	44.00%
	VNMM0402	MGC MPI-4 H.320 Module: Supports 4 connections using V.35, RS449, or EIA-	\$6,000	44.00%
DLYCOM	***************************************	530. RS366 Dialing. 5 Meter Cable included.	ψ0,000	1.10070
DLYCOM	VNMM0801	MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-530. RS366 Dialing. 1 Meter Cables included.	\$12,000	44.00%
DETOOM		MGC MPI-8 H.320 Module: Supports 8 connections using V.35, RS449, or EIA-		
DLYCOM	VNMM0802	530. RS366 Dialing. 5 Meter Cables included.	\$12,000	44.00%
	VNMN0201	MGC NET-2 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 2 circuits. Each	\$8,400	44.00%
LYCOM	VINIVIINUZUI	configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	ψυ,400	44.00 /0
I VCOM	VNMN0401	MGC NET-4 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 4 circuits. Each	\$16,000	44.00%
DLYCOM		configurable as Leased or ISDN PRI, T1 or E1 (without CSU) MGC NET-8 H.320 ISDN(PRI), Leased (T1/E1) Module: Supports 8 circuits. Each		
LYCOM	VNMN0801	configurable as Leased or ISDN PRI, T1 or E1 (without CSU)	\$28,000	44.00%
	\/NINAD4004	MGC IP-12 Port Module: H.323 for up to 12 sites @128K OR 12 sites @384K OR	\$1F 000	44.000/
DLYCOM	VNMP1201	6 sites @768K OR 3 sites @2M	\$15,000	44.00%
N VCC:	VNMP2401	MGC IP-24 Port Module: H.323 for up to 48 sites@128K OR 24 sites @384K OR	\$29,000	44.00%
DLYCOM	=	12 sites@768K or 6 sites @2M	,	
DLYCOM	VNMP4801	MGC IP-48 Port Module: H.323 for up to 96 sites @128K or 48 sites @ 384K OR 24 sites @768K OR 12 sites @2M	\$49,000	44.00%
2.00	\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \	MGC MUX- 8 H.320 Module: supports 8 sites up to 768K, OR 4 sites T1/E1 ** 8	A 40.000	44.000/
DLYCOM	VNMX0801	PORT SYSTEM ONLY! **	\$10,900	44.00%
	VNMX1601	MUX. 16 MGC MUX-16 H.320 Module: supports 16 sites up to 384K OR 8 sites up	\$17,000	44.00%
DLYCOM		to 768K OR 4 sites T1/E1 - OVER 8 PORTS		
LYCOM	VUPG0003	MGC MUX 8 to MUX 16 Software License Upgrade	\$6,100	44.00%
DLYCOM		1		
DLYCOM				
DLYCOM	\/D\\\\\	1100 A 15 40 D 414 A 1	015 700	44.000/
LYCOM	VRMA1201	MGC Audio 12 Port Module - support 12 ports voice	\$15,700	44.00%
LYCOM	VRMA1202	MGC "Audio+ module supports 12 ports video or 24 ports voice"	\$15,700	44.00%
LYCOM	VRMA2402	MGC "Audio+ module supports 24 ports video or 48 ports voice"	\$29,500	44.00%
LYCOM	VRMA4802	MGC "Audio+ module supports 48 ports video or 96 ports voice"	\$45,400	44.00%
	VRMT1201	MGC T.120-12 Port Data Module: Data Application for up to 12 sites. (Requires	\$9,300	44.00%
DLYCOM	***************************************	purchase of VSWT0101 - 12 sites)	ψ0,000	1.10070
DLYCOM	VRMT2401	NOOTHOOD OF BURNESS OF THE STATE OF THE STAT		44.00%
DETOOM		MGC T.120-24 Port Data Module: Data Application for up to 24 sites (rRequires	\$14,450	44.0070
		purchase of VSWT0101 - 24 sites)		
DLYCOM	VRMV0601		\$14,450 \$18,000	44.00%
DLYCOM		purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6	\$18,000	44.00%
	VRMV0601 VRMV0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601).		
	VRMV0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801)	\$18,000 \$28,000	44.00% 44.00%
DLYCOM		purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module	\$18,000	44.00%
DLYCOM	VRMV0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12	\$18,000 \$28,000	44.00% 44.00%
DLYCOM	VRMV0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12	\$18,000 \$28,000	44.00% 44.00%
DLYCOM DLYCOM DLYCOM	VRMV0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12	\$18,000 \$28,000	44.00% 44.00%
DLYCOM DLYCOM DLYCOM	VRMV0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12	\$18,000 \$28,000	44.00% 44.00%
DLYCOM DLYCOM DLYCOM	VRMV0801 VRMV1201	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6)	\$18,000 \$28,000 \$36,000	44.00% 44.00% 44.00%
LYCOM LYCOM LYCOM LYCOM	VRMV0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12	\$18,000 \$28,000	44.00% 44.00%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	VRMV0801 VRMV1201	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows	\$18,000 \$28,000 \$36,000	44.00% 44.00% 44.00%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING	\$18,000 \$28,000 \$36,000 \$450 \$13,500	44.00% 44.00% 44.00% 44.00%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000	44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000	44.00% 44.00% 44.00% 44.00% 44.00%
LYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
LYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWG0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License pr Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWG0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License pre Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWG0801 VSWG0801 VSWH0601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence &	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWG0801 VSWG0801 VSWH0601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License pre Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP0801 VSWP1601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Wideo 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC License for 8 H.320 sites using ISDN BONDING MGC License for 8 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY)	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$1 \$30,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWG0801 VSWG0801 VSWF0801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$7,500 \$5,000 \$1	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWH0601 VSWP0801 VSWP1601 VSWP1601 VSWP2001	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY)	\$18,000 \$28,000 \$36,000 \$36,000 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$1 \$30,000 \$65,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWG0801 VSWH0601 VSWP0801 VSWP1601	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC License for 8 H.320 sites using ISDN BONDING MGC License for 6 h.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$1 \$30,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWH0601 VSWP0801 VSWP1601 VSWP2801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500 \$1 \$30,000 \$65,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWH0601 VSWP0801 VSWP1601 VSWP1601 VSWP2001	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC License for 8 H.320 sites using ISDN BONDING MGC License for 16 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC Click & View 8 Port License MGC Add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 20 H.320/H.321 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$18,000 \$28,000 \$36,000 \$36,000 \$13,500 \$21,000 \$5,000 \$10,000 \$5,000 \$1 \$30,000 \$65,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWH0601 VSWP0801 VSWP1601 VSWP2801	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License for 6 ports Video to use Continuous Presence MGC License per Video+8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites. Either Upgrades OR base after first 28 sites MGC VoicePlus IVR/DTMF Software License: IVR/DTMF Suite + Virtual	\$18,000 \$28,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500 \$1 \$30,000 \$65,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWC0801 VSWP0801 VSWP0801 VSWP0801 VSWP1601 VSWP2801 VSWP2801 VSWP3201 VSWP3201	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC License for 8 H.320 sites using ISDN BONDING MGC License for 8 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License per Video+ 8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY)	\$18,000 \$28,000 \$36,000 \$36,000 \$450 \$13,500 \$21,000 \$5,000 \$10,000 \$7,500 \$1 \$30,000 \$65,000 \$10,000 \$75,000	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%
DLYCOM	VRMV0801 VRMV1201 VMSM0101 VSWB0801 VSWB1601 VSWC0601 VSWD0801 VSWH0601 VSWP1601 VSWP2001 VSWP2801 VSWP2801 VSWP3201	purchase of VSWT0101 - 24 sites) MGC Video 6 Module: Continuous presence and/or Transcoding HW for up to 6 ports at 768Kbps. (Requires VSWC0601 and/or VSWX0601). MGC Video 8+ Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and Transcoding Hardware Module for up to 8 ports at 768Kbps (Requires VSWD0801) MGC Video 12 Module: Continuous presence and/or Transcoding HW for up to 12 ports at 768kbps. Requires VSWC0601 and/or VSWX0601.(license as 2 video-6) MGC Manager SW for Scheduling, Control, Support. Requires Microsoft Windows based PC. MGC License for 8 H.320 sites using ISDN BONDING MGC License for 6 ports Video to use Continuous Presence MGC License for 6 ports Video to use Continuous Presence MGC License per Video+8 to use Continuous Presence and Multiway Transcoding MGC Click & View 8 Port License MGC add-on License for 6 Ports Video to use Continuous Presence & Transcoding at speeds 824Kbps - 1920Kbps MGC H.320 Port License for MCU with up to 8 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 16 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites (NEW MCU ONLY) MGC H.320 Port License for MCU with up to 28 H.320 sites. Either Upgrades OR base after first 28 sites MGC VoicePlus IVR/DTMF Software License: IVR/DTMF Suite + Virtual	\$18,000 \$28,000 \$36,000 \$36,000 \$13,500 \$21,000 \$5,000 \$10,000 \$1,500 \$1	44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00% 44.00%

LYCOM	VSWT0101	MGC T.120 Data Collaboration License, PER SITE	\$830	44.00%	
		MGC Virtual Conference Suite License: Auto Rate Detect Dial In/Out, Undefined			
	VSWV0101	Participants, Auto Add, Single Number per Conference, Meeting Room. PER	\$1,000	44.00%	
LYCOM		SITE. MCU License for 6 Ports Video to use Multiway Transcoding (audio, resolution,			-
LYCOM	VSWX0601	frame rate, speed)	\$5,000	44.00%	
LYCOM		name rate, operary			
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YCOM					
YCOM					
VOOM	VMCU1206	Channel Certification Demo Promotion - Unified Conferencing Upgrade: Audio	\$22,500	3%	
YCOM YCOM	VSWU0001	24/48, Video+ 8, CP/TX8, Click & View, Unified Conference Suite MGC OS Upgrade to current production release level	\$15.000	44.00%	
YCOM L	VSVVU0001	MGC OS Opgrade to current production release level	\$15,000	44.00%	
TCOIVI					
YCOM					
YCOM -		•			
		MGC-50,IP24,MUX8,Net2,Audio24/48,Video+8,BONDing8,H320-			
	VMCS2403	8portSWL,CP8/TX8SWL,UCS,C&V,WCS,PN12/25,WO25,MGCMGR. Shipping.	\$37,995	3%	
YCOM	VIII 002 100	Training(SUP1440&CS-PNAV-TS01-IN), SUP1000 IS MANDATORY	ψο, ,σσσ	3,3	
YCOIVI					
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YCOM	PART NUMBER	Description	LIST PRICE	Disc	
YCOM	TARTINOMBER	Description	LIGITIMOL	<u> </u>	
[VMSE0012	EZVC Scheduling - 12 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf	\$15,000	44.00%	
YCOM	VIVISE0012	Scheduling. Requires Microsoft Server	\$15,000	44.00%	
YCOM	VMSE0024	EZVC Scheduling - 24 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf	\$22,500	44.00%	
TCOIVI		Scheduling. Requires Microsoft Server EZVC Scheduling - 48 Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf			
YCOM	VMSE0048	Scheduling. Requires Microsoft Server	\$33,750	44.00%	
	VMSE0096	EZVC Scheduling - 96 sites: SW for MS-OUTLOOK/LOTUS-Notes Conf	\$50,650	44.00%	
YCOM	VIVI3E0096	Scheduling. Requires Microsoft Server	\$50,050	44.00%	
YCOM	VMSE9999	EZVC Scheduling - Unlimited Sites: SW for MS-OUTLOOK/LOTUS-Notes Conf	\$76,000	44.00%	
COIVI		Scheduling. Requires Microsoft Server MGC Web Commander Professional: Includes Meeting Director and Meeting	1		
YCOM	VMSW0101	Scheduler	\$25,000	44.00%	
	VMSW0102	WebCommander -Meeting Scheduler - SW for WEB-based Conference	\$10,000	44.00%	
YCOM	V IVI 3 V V U 1 U Z	scheduling.Includes Personal Scheduler. Requires Microsoft Server	φ10,000	44.00%	
	VMSW0103	MGC Web Commander Meeting Director: SW for WEB-based Conference	\$15,000	44.00%	
VCOM		management. Requires Microsoft Server	1		
YCOM TCOIVI					
YCOM TCOIVI					
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YCOM	PART NI IMBER	Description	LIST PRICE	Disc	
YCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
YCOM		Description MGC - Zyross Data Collector - PER MCU - Interprets CDR information on MCU's			
LYCOM LYCOM LYCOM LYCOM LYCOM	PART NUMBER VMSZ0101		\$7,750	<u>Disc</u> 25%	

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1	PART NUMBER	Description	LIST PRICE	<u>Disc</u>
1		Product Line Section Legend - MGC Maintenance Service		
 		* Refer to Service Policies Tab for service availability and price uplifts applicable in s	some countries	
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	4870-00007-004	Installation, MGC25, On-site Installation of System - LIST PRICE*	\$2,495	3%
	4870-00007-006	Installation & Training, MGC25, On-site Installation & on-site System Administrator	\$3,095	3%
	4870-00007-008	Training, LIST PRICE* Installation & Training, MGC25 & PathNavigator, any License Size, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,895	3%
	4870-00007-009	Installation, MGC25 & PathNavigator, any License Size, On-site Installation of	\$3,295	3%
	4870-00008-004	System, LIST PRICE* Installation MGC-50 - On-site Installation of System, LIST PRICE*	\$2,995	3%
H		Installation & Training - MGC50, On-site Installation and on-site System		
	4870-00008-006	Administrator Training, LIST PRICE* Installation & Training, MGC50 any configuration and PathNavigator, any license	\$3,995	3%
	4870-00008-008	size, On-site Installation and on-site System Administrator Training, LIST PRICE*	\$3,995	3%
	4870-00009-004	Installation, MGC100, On-site Installation of System, LIST PRICE*	\$5,000	3%
	4870-00009-006	Installation & Training - MGC 100, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$9,000	3%
T		Installation & Training, MGC100, any configuration and PathNavigator, any license		
	4870-00009-008	size, On-site Installation & on-site System Administrator Training, LIST PRICE*	\$9,995	3%
L				
		Standard 1 Voor MCC2F Telephone Technical Support During Business Hours		
	4870-00007-110	Standard 1 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
	4870-00007-310	Standard 3 Year, MGC25, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
	4870-00008-110	Standard 1 Year, MGC50, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST	6.03%	3%
_	4070 00000 040	PRICE Standard 3 Year, MGC50, Telephone Technical Support During Business Hours,	44.500/	00/
	4870-00008-310	software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE Standard 1 Year, MGC100, Telephone Technical Support During Business Hours,	14.53%	3%
	4870-00009-110	software updates & upgrades, parts 30 day return to factory (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	6.03%	3%
	4870-00009-310	Standard 3 Year, MGC100, Telephone Technical Support During Business Hours, software updates & upgrades, parts 30 day return to factory - Prices Represent % of List Price - LIST PRICE	14.53%	3%
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		Descript Vo MOOOF Destablished with land and being the land		
	4870-00007-112	Premier 1 Yr, MGC25, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
	4870-00007-312	Premier 3 Year, MGC25, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
	4870-00008-112	Premier 1 Yr, MGC50, Parts shipped priority level same business day, Telephone Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List	8.03%	3%
-	4070 0000 : -	Price - LIST PRICE Premier 3 Year, MGC50, Parts shipped priority level same business day,	40.000′	201
-	4870-00008-312	Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE Premier 1 Yr, MGC100, Parts shipped priority level same business day, Telephone	19.03%	3%
	4870-00009-112	Tech Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) - Prices Represent % of List Price - LIST PRICE	8.03%	3%
	4870-00009-312	Premier 3 Year, MGC100, Parts shipped priority level same business day, Telephone Technical Support During Business Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	19.03%	3%
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	4865-20504-001	7 x 24 Extended Help Desk (Premier Plus, Premier, Basic Customers Add On to Maintenance Service Agreement, for which terms coincide) - Prices Represent % of List Price - LIST PRICE	3.30%	3%

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YCOM	406E 00000 000	Dro Contract Inspection for MCC Products	¢1 500	29/
COM	4865-06680-003	Pre-Contract Inspection for MGC Products	\$1,500	3%
MO	4865-06680-004	Pre-Contract Inspection Fee for MGC products, Reseller	\$1,350	3%
OM _ OM				
OM _				
OM	4870-00007-114	Premier Plus, 1 Year MGC25,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price-LIST PRICE*	12.03%	3%
ОМ	4870-00007-314	Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
СОМ	4870-00008-114	Premier Plus, 1 Year MGC50,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
СОМ	4870-00008-314	Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
СОМ	4870-00009-114	Premier Plus, 1 Year MGC100,Next business day parts & labor, Telephone Technical Support During Business Hrs, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices Represent % of List Price - LIST PRICE*	12.03%	3%
СОМ	4870-00009-314	Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support During Business Hours and software updates & upgrades - Prices Represent % of List Price - LIST PRICE*	29.03%	3%
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COM COM	4870-00007-161	Partner Premier in Warranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	4.03%	3%
COM COM	4870-00007-161 4870-00007-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be	4.03%	3%
COM COM		shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price		
COM COM	4870-00007-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades	6.03%	3%
COM COM COM	4870-00007-162 4870-00007-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Software updates & upgrades - Prices Represent % of List Price Partner Premier in Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be	6.03%	3%
COM COM COM	4870-00007-162 4870-00007-362 4870-00008-161	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-OutofWarranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices	6.03% 15.03% 3.53%	3% 3% 3%
COM COM COM COM COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-162	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-Outoft/Warranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Prices Represent % of List Price Partner Premier-Outoft/Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority	6.03% 15.03% 3.53% 4.53%	3% 3% 3%
COM	4870-00007-162 4870-00007-362 4870-00008-161 4870-00008-162 4870-00008-362	shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)Prices Represent % of List Price Partner Premier-Outoft/Warranty 1 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC25, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly) Prices Represent % of List Price Partner Premier-Outoft/Warranty 1 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Ptner, SW updates&upgrades(prices for terms other than 1Yr prorated accordingly) Prices Represent % of List Price Partner Premier, 3 Yr, MGC50, Qualified Service Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, Parts shipped priority level same bus day, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than Yr prorated to be	6.03% 15.03% 3.53% 4.53%	3% 3% 3% 3%

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POLYCOM					
POLYCOM					
POLYCOM	4870-00007-164	Partner Premier Plus 1 Yr, MGC25, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%	
POLYCOM	4870-00007-364	Partner Premier Plus 3 Year, MGC25, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%	
POLYCOM	4870-00008-164	Partner Premier Plus 1 Yr, MGC50, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%	
POLYCOM	4870-00008-364	Partner Premier Plus 3 Year, MGC50, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.03%	3%	
POLYCOM	4870-00009-164	Partner Premier Plus 1 Yr, MGC100, Next bus day parts & labor, Telephone Tech Support to Partner During Business Hrs, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)Prices Represent % of List Price*	9.03%	3%	
POLYCOM	4870-00009-364	Partner Premier Plus 3 Year, MGC100, Next business day parts & labor, Telephone Technical Support to Partner During Business Hours and software updates & upgrades - Prices Represent % of List Price*	20.30%	3%	
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POLYCOM POLYCOM POLYCOM POLYCOM		Product Line Section Legend - EZVC Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in a	some countries		
POLYCOM					
POLYCOM					
POLYCOM		EZVC Installation - (On site Installation of software, configuration & features			
POLYCOM	SUP2110	enablement) - LIST PRICE*	\$1,995	3%	
POLYCOM	SUP2110-R	EZVC Installation - (On site Installation of software, configuration & features enablement) - Reseller*	\$1,795	3%	
POLYCOM	SUP2110ADD-ON	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - LIST PRICE*	\$1,000	3%	
POLYCOM	SUP2110ADD-ON-R	EZVC Installation - (On site Installation of software, configuration & features enablement. If ordered at same time as MCU installation and for same location) - Reseller*	\$900	3%	
POLYCOM		<u></u>			
POLYCOM					
POLYCOM					
POLYCOM	SUP2100	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE	15.30%	3%	
POLYCOM	SUP2100-M	Premier 1 Year, EZVC (Unlimited Telephone Technical Support during Business Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%	
POLYCOM POLYCOM	SUP2100-R	Premier 1 Year,EZVC (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - Reseller	13.5%	3%	
POLYCOM					
POLYCOM					
POLYCOM		Product Line Section Legend - TTCM Maintenance Service			
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POLYCOM POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries		
POLYCOM					
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POLYCOM	SUP2500	Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - LIST PRICE	15.30%	3%	
POLYCOM	SUP2500-M	Premier 1 Year, TTCM(Unlimited Telephone Technical Support during Business Hours, Software Updates & Upgrades) Prices represent % of Product List Price, Service Manager	11.25%	3%	
POLYCOM	SUP2500-R	Premier 1 Year,TTCM (Unlimited Telephone Technical Support During Business Hours and software upgrades) - Prices Represent % of List Price - Reseller	13.5%	3%	

PART NUMBER	Description	LIST PRICE	Disc
FART NOMBER		<u>LIST FRICE</u>	Disc
	Product Line Section Legend - WebCommander Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in:	some countries	
	Implementation Service, WebCommander, Includes Pre-Install Coordination, On-		
4870-00010-007	site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$4,375	3%
4870-00010-004	WebCommander Installation - On site Installation of software, configuration &	\$1,995	3%
	features enablement - LIST PRICE* WebCommander Installation - On site Installation of software, configuration &	Ψ1,000	
4870-00010-005	features enablement. If ordered at same time as MCU installation and for same	\$1,000	3%
4870-00010-006	location- LIST PRICE* WebCommander Installation & Training -On-site Installation & on-site System	\$3.500	3%
4070-00010-006	Administrator Training, LIST PRICE*	\$3,500	ა%
4070 00040 440	Premier 1 Year, WebCommander, Telephone Technical Support During Business	45.000/	20/
4870-00010-112	Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)- Prices Represent % of List Price - LIST PRICE	15.03%	3%
	Premier 3 Year, WebCommander, Telephone Technical Support During Business		
4870-00010-312	Hours, software updates & upgrades - Prices Represent % of List Price - LIST PRICE	36.03%	3%
	Partner Premier 1 Year, WebCommander Qualified Service Partner only,		
4870-00010-162	Technical Telephone Support to Partner, SW updates & upgrades (prices for terms	11.25%	3%
	other than 1 Yr prorated accordingly) Prices represent % of Product List Price		
4870-00010-362	Partner Premier, 3 Year, WebCommander, Qualified Service Partner only, Technical Telephone Support to Partner, SW updates & upgrades - Prices	27.03%	3%
	represent % of Product List Price		
PART NUMBER	Description	LIST PRICE	Disc
	Product Line Section Legend - Zyross Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
	!		
	Installation, Zyross, On-site Installation of software, configuration & features		
4870-00011-004	enablement, LIST PRICE*	\$1,995	3%
4870-00011-005	Installation, Zyross, On-site Installation of software, configuration & features enablement, If performed at same time and at same location as MGC installation,	\$1,000	3%
.5.0 00011-000	LIST PRICE*	. ,	
4870-00011-112	Premier, 1 Year, Zyross, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated	\$1,550	3%
	accordingly) LIST PRICE	φ1,550	J-70
	Premier, 3 Year, Zyross, Telephone Technical Support during business hours,		

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LYCOM	4870-00011-160	Partner Premier, 1 Year, Zyross, Unlimited Telephone Technical Support to Partner during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$1,163	3%	
LYCOM	4870-00011-360	Partner Premier, 3 Year, Zyross, Unlimited Telephone Technical Support to Partner during business hours, Software Updates and Upgrades, LIST PRICE	\$2,790	3%	
LYCOM					
YCOM					
YCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	J
YCOM	VRSM1005	WebOffice - Conferencing Portal Software. 5 users. Requires Server (See specifications)	\$1,000	22%	1
VCOM	VRSM1010	WebOffice - Conferencing Portal Software. 10 users. Requires Server (See	\$2,000	22%	
YCOM YCOM	VRSM1025	specifications) WebOffice - Conferencing Portal Software. 25 users. Requires Server (See specifications)	\$5,000	22%	
	VRSM1050	WebOffice - Conferencing Portal Software. 50 users. Requires Server (See	\$7,500	22%	
YCOM	VRSM1000	specifications) WebOffice - Conferencing Portal Software. 100 users. Requires Server (See	\$10,000	22%	
COM COM	VRSM1200	specifications) WebOffice - Conferencing Portal Software. 200 users. Requires Server (See specifications)	\$20,000	22%	
COM	VRSM1300	WebOffice - Conferencing Portal Software. 300 users. Requires Server (See specifications)	\$30,000	22%	
усом	VRSM1400	WebOffice - Conferencing Portal Software. 400 users. Requires Server (See specifications)	\$40,000	22%	
/СОМ	VRSM1500	WebOffice - Conferencing Portal Software. 500 users. Requires Server (See specifications)	\$50,000	22%	
сом	VRSM9001	WebOffice - Conferencing Portal Software. 1000 users. Requires Server (See specifications)	\$75,000	22%	
/COM	VRSM9002	WebOffice - Conferencing Portal Software. 2000 users. Requires Server (See specifications)	\$100,000	22%	
′СОМ	VRSM9005	WebOffice - Conferencing Portal Software. 5000 users. Requires Server (See specifications)	\$125,000	22%	
/COM	VRSM9010	WebOffice - Conferencing Portal Software. 10,000 users. Requires Server (See specifications) WebOffice - Conferencing Portal Software. 20,000 users. Requires Server (See	\$250,000	22%	-
/СОМ	VRSM9020	webornice - Conferencing Portal Software. 20,000 users. Requires Server (See specifications) WebOffice - Conferencing Portal Software. 50,000 users. Requires Server (See	\$500,000	22%	
YCOM	VRSM9050	specifications)	\$1250,000	22%	
YCOM					
COM COM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
COM COM		Product Line Section Legend - WebOffice Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in	n some countries	s	
COM					
/COM		<u> </u>			_
COM COM					
COM/	4870-00012-007	Implementation Service, WebOffice 50 through 300 Licenses, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$20,000	3%	
COM/	4870-00037-007	Implementation Service, WebOffice 325 through 500 Licenses, Includes Pre-Instal Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$40,000	3%	
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COM _					<u> </u>
СОМ	4870-00012-004	Installation, WebOffice, On site Installation of software, configuration & features enablement - LIST PRICE*	\$1,995	3%	1
COM	4870-00012-005	Installation, WebOffice, On site Installation of software, configuration & features enablement. If performed at same time and at same location as MGC installation LIST PDICE*	- \$1,000	3%	
COM/	4870-00012-006	LIST PRICE* Installation & Training, WebOffice - On-site Installation & on-site System Administrator Training, LIST PRICE*	\$3,500	3%	
	4870-00037-006	Installation & Training , WebOffice, On site Installation of software, configuration	\$3,500	3%	
YCOM		& features enablement, on-site Systems Administor training - LIST PRICE*	<u> </u>]

POLYCOM					
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POLYCOM	4870-00012-112	Premier, 1 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price, LIST PRICE	15.03%	3%	
POLYCOM	4870-00012-312	Premier, 3 Year, WebOffice, Telephone Technical Support during business hours, Software Updates & Upgrades, Prices represent % of Product List Price, LIST PRICE	36.03%	3%	
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POLYCOM	4870-00012-160	Partner Premier 1 Year, WebOffice, Telephone Technical Support to Partner during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) Prices represent % of Product List Price	11.25%	3%	
POLYCOM POLYCOM	4870-00012-160 4870-00012-360	during Business Hours, Software Updates & Upgrades (prices for terms other than	11.25%	3%	

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POLYCOM POLYCOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Dies	
POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
POLYCOM		Product Family Section Legend - Polycom Conference Suite			_
POLYCOM POLYCOM		The Polycom Network Aware Scheduler makes it easy to schedule conferences by providing users with the power to invite guests, book			
POLYCOM		rooms and select necessary equipment all from within Microsoft			
POLYCOM POLYCOM		OutLook or through a web interface. For IT professionals the Polycom Video Network Management provides tools to proactively			
POLYCOM		track and adjust the network as needed from any location.			
POLYCOM _					_
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POLYCOM	5151-21010-200	Network Aware Scheduler, 5-Pack License	\$4,999	22%	4
POLYCOM	5151-21010-300	Network Aware Scheduler, 25-Pack License	\$19,999	22%	
POLYCOM POLYCOM	5151-21010-500 5151-21010-700	Network Aware Scheduler, 100-Pack License Network Aware Scheduler, 500-Pack License	\$59,999 \$149,999	22%	
POLYCOM	5151-21015-200	Network Aware Scheduler, 500-rack License Network Aware Scheduler Redundant, 5-Pack Redundancy License	\$999	22%	
POLYCOM	5151-21015-300	Network Aware Scheduler Redundant, 25-Pack Redundancy License	\$3,999	22%	
POLYCOM	5151-21015-500	Network Aware Scheduler Redundant, 100-Pack Redundancy License	\$11,999	22%	
POLYCOM	5151-21015-700	Network Aware Scheduler Redundant, 500-Pack Redundancy License	\$29,999	22%	
POLYCOM		•			_
POLYCOM					
POLYCOM					
POLYCOM	5151-21020-200	Video Network Management, 5-Pack License (Includes Room Control)	\$7,499	22%	1
POLYCOM	5151-21020-300	Video Network Management, 25-Pack License (Includes Room Control)	\$29,999	22%	
POLYCOM	5151-21020-500	Video Network Management, 100-Pack License (Includes Room Control)	\$89,999	22%	
POLYCOM	5151-21020-700	Video Network Management, 500-Pack License (Includes Room Control)	\$224,999	22%	
POLYCOM	5151-21025-200	Video Network Management Redundant, 5-Pack Redundancy License (Includes Room Control)	\$1,499	22%	
POLYCOM	5151-21025-300	Video Network Management Redundant, 25-Pack Redundancy License (Includes	\$5,999	22%	
POLICOIVI	F4F4 2402F F00	Room Control) Video Network Management Redundant, 100-Pack Redundancy License (Includes	\$17,999	22%	
POLYCOM	5151-21025-500	Room Control)	\$17,999	22%	
POLYCOM	5151-21025-700	Video Network Management Redundant - 500-Pack Redundancy License (Includes Room Control)	\$44,999	22%	
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POLYCOM					
I OLI COIVI	5151-21040-200	Polycom Conference Suite, 5-Pack License (Includes Network Aware Scheduler	\$10,999	22%	7
POLYCOM	5151-21040-200	and Video Network Management) Polycom Conference Suite, 25-Pack License (Includes Network Aware Scheduler	\$10,999	22%	
POLYCOM	5151-21040-300	and Video Network Management)	\$42,999	22%	
POLYCOM	5151-21040-500	Polycom Conference Suite, 100-Pack License (Includes Network Aware Scheduler and Video Network Management)	\$129,999	22%	
FOLICOIN	F4F4 24040 700	Polycom Conference Suite, 500-Pack License (Includes Network Aware Scheduler	\$224 000	220/	
POLYCOM	5151-21040-700	and Video Network Management)	\$324,999	22%	_
POLYCOM	5151-21045-200	Polycom Conference Suite Redundant, 5-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$2,199	22%	
	5151-21045-300	Polycom Conference Suite Redundant, 25-Pack Redundancy License (Includes	\$8,599	22%	
POLYCOM		Network Aware Scheduler and Video Network Management) Polycom Conference Suite Redundant, 100-Pack Redundancy License (Includes			-
POLYCOM	5151-21045-500	Network Aware Scheduler and Video Network Management)	\$25,999	22%	
POLYCOM	5151-21045-700	Polycom Conference Suite Redundant, 500-Pack Redundancy License (Includes Network Aware Scheduler and Video Network Management)	\$64,999	22%	1
PULTCUIVI		Hotwork Aware Correctator and Video Network Management)			

PART NUMBER	Description	LIST PRICE	Disc
	Product Line Section Legend - PCS Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
	Implementation Service, PLCM Conference Suite 25 License, Includes Pre-Install		
4870-00014-007	Coordination, On-site Installation & Systems Admin Training, Project Mgmt,	\$6,450	3%
	Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PLCM Conference Suite 100 License, Includes Pre-Install		
4870-00015-007	Coordination, On-site Installation & Systems Admin Training, Project Mgmt,	\$19,500	3%
	Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PLCM Conference Suite 500 License, Includes Pre-Install		
4870-00016-007	Coordination, On-site Installation & Systems Admin Training, Project Mgmt,	\$48,750	3%
	Database Development, Database Loading and Testing, LIST PRICE *		
4870-00016-004	Installation, PLCM Conference Suite, On-site Installation - LIST PRICE*	\$3,995	3%
		**	
	Premier 1 Year, PLCM Conference Suite5, Telephone Technical Support During		
4870-00013-112	Business Hours, software updates & upgrades (prices for terms other than 1 Yr to	\$1,650	3%
	be prorated accordingly) LIST PRICE Premier 3 Year, PLCM Conference Suite5, Telephone Technical Support During		
4870-00013-312	Business Hours, software updates & upgrades, LIST PRICE	\$3,960	3%
1070 00011 110	Premier 1 Year, PLCM Conference Suite25, Telephone Technical Support During	00.450	001
4870-00014-112	Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$6,450	3%
4870-00014-312	Premier 3 Year, PLCM Conference Suite25, Telephone Technical Support During	\$15,480	3%
.0.0 00011 012	Business Hours, software updates & upgrades, LIST PRICE Premier 1 Year, PLCM Conference Suite100, Telephone Technical Support During	\$10,100	
4870-00015-112	Business Hours, software updates & upgrades (prices for terms other than 1 Yr to	\$19,500	3%
	be prorated accordingly) LIST PRICE		
4870-00015-312	Premier 3 Year, PLCM Conference Suite100, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$46,800	3%
1070 00010 110	Premier 1 Year, PLCM Conference Suite500, Telephone Technical Support During	0.40.750	001
4870-00016-112	Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$48,750	3%
4870-00016-312	Premier 3 Year, PLCM Conference Suite500, Telephone Technical Support During	\$117,000	3%
1010 00010 012	Business Hours, software updates & upgrades, LIST PRICE	Ψ,σσσ	
	Partner Premier, 1 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech		
4870-00013-160	Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr	\$1,240	3%
	prorated to be accordingly) Partner Premier, 3 Yr, PLCM Conference Suite5, Qualified Service Partner, Tech		
4870-00013-360	Phone Support to Partner, Software updates & upgrades	\$2,970	3%
4070 00044 400	Partner Premier, 1 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech	¢4.040	20/
4870-00014-160	Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$4,840	3%
4870-00014-360	Partner Premier, 3 Yr, PLCM Conference Suite25, Qualified Service Partner, Tech	\$11,610	3%
.570 00014-000	Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, PLCM Conference Suite100, Qualified Service Partner,	\$11,010	J/0
4870-00015-160	Tech Phone Support to Partner, SW updates&upgrades (prices for terms other	\$14,625	3%
	than 1Yr prorated to be accordingly)		
4870-00015-360	Partner Premier, 3 Yr, PLCM Conference Suite100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$35,100	3%
	Partner Premier, 1 Yr, PLCM Conference Suite500, Qualified Service Partner,		
4870-00016-160	Tech Phone Support to Partner, SW updates&upgrades (prices for terms other	\$36,565	3%
	than 1Yr prorated to be accordingly) Partner Premier, 3 Yr, PLCM Conference Suite500, Qualified Service Partner,		
4870-00016-360		\$87,750	3%

PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
	Product Line Section Legend - Network Aware Scheduler Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
	T		
4870-00018-007	Implementation Service, PLCM Network Aware Scheduler 25 License,Includes Pre Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$4,835	3%
4870-00019-007	Implementation Service, PLCM Network Aware Scheduler 100 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$14,625	3%
4870-00020-007	Implementation Service, PLCM Network Aware Scheduler 500 License, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	\$36,560	3%
4870-00020-004	Installation, Network Aware Scheduler, On-site Installation- LIST PRICE*	\$2,500	3%
4870-00020-004	Installation & Training, Network Aware Scheduler, On-site Installation & on-site	\$2,995	3%
701U-UUUZU-UUD	System Administrator Training, LIST PRICE*	φ∠,σσυ	3 /0
	Descript Very Natural Assess Orbits 1 - 7 - 1 - 1 - 7		
4870-00017-112	Premier 1 Year, Network Aware Scheduler 5, Telephone Technical Support During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$750	3%
4870-00017-312	Premier 3 Year, Network Aware Sceheduler 5, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE Premier 1 Year, Network Aware Scheduler 25, Telephone Technical Support	\$1,800	3%
4870-00018-112	During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,000	3%
4870-00018-312	Premier 3 Year, Network Aware Scheduler 25, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE Premier 1 Year, Network Aware Scheduler100, Telephone Technical Support	\$7,200	3%
4870-00019-112	During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$9,000	3%
4870-00019-312	Premier 3 Year, Network Aware Scheduler100, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE Premier 1 Year, Network Aware Scheduler500, Telephone Technical Support	\$21,600	3%
4870-00020-112	During Business Hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$22,500	3%
4870-00020-312	Premier 3 Year, Network Aware Scheduler500, Telephone Technical Support During Business Hours, software updates & upgrades, LIST PRICE	\$54,000	3%
4870-00017-160	Partner Premier, 1 Yr, Network Aware Sceheduler 5, Qualified Service Partner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$565	3%
4870-00017-360	Partner Premier, 3 Yr, Network Aware Sceheduler 5, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Network Aware Scheduler 25, Qualified Service Partner,	\$1,350	3%
4870-00018-160	Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$2,250	3%
4870-00018-360	Partner Premier, 3 Yr, Network Aware Scheduler 25, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Network Aware Scheduler100, Qualified Service Partner,	\$5,400	3%
4870-00019-160	Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$6,750	3%
4870-00019-360	Partner Premier, 3 Yr, Network Aware Scheduler100, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades Partner Premier, 1 Yr, Network Aware Scheduler500, Qualified Service Partner,	\$16,200	3%
4870-00020-160	Tech Phone Support to Partner, SW updates&upgrades (prices for terms other than 1Yr prorated to be accordingly)	\$16,875	3%
4870-00020-360	Partner Premier, 3 Yr, Network Aware Scheduler500, Qualified Service Partner, Tech Phone Support to Partner, Software updates & upgrades	\$40,500	3%
PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
	Product Line Section Legend - VNM & RC Maintenance Service		

	Impl	ementation Service, PLCM Video Network Mgmt & Room Control 25		
4870-0002	22-007 Lice Train	nse,Includes Pre-Install Coordination, On-site Installation & Systems Admin ning, Project Mgmt, Database Development, Database Loading and Testing, PRICE *	\$4,835	3%
4870-0002	Impl Lice Trair	ementation Service, PLCM Video Network Mgmt & Room Control 100 nse, Includes Pre-Install Coordination, On-site Installation & Systems Admining, Project Mgmt, Database Development, Database Loading and Testing, PRICE *	\$14,625	3%
4870-0002	Impl 24-007 Lice Trair	ementation Service, PLCM Video Network Mgmt & Room Control 500 nse, Includes Pre-Install Coordination, On-site Installation & Systems Admin ning, Project Mgmt, Database Development, Database Loading and Testing, PRICE *	\$36,560	3%
	LIST	PRICE "		
4870-0002	24-004 Insta	allation, Video Network Mgmt & Room Control, On-site Installation - LIST E*	\$2,500	3%
4870-0002		allation & Training, Video Network Mgmt & Room Control, On-site Installation	\$2,995	3%
	μα σι	Talling, Elett Not		
4870-0002	21-112 Sup	nier 1 Year, Video Network Mgmt & Room Control 5, Telephone Technical port During Business Hours, software updates & upgrades (prices for terms r than 1 Yr to be prorated accordingly) LIST PRICE	\$1,125	3%
4870-0002		nier 3 Year, Video Network Mgmt & Room Control 5, Telephone Technical port During Business Hours, software updates & upgrades, LIST PRICE	\$2,700	3%
4870-0002	22-112 Sup	nier 1 Year, Video Network Mgmt & Room Control 25, Telephone Technical port During Business Hours, software updates & upgrades (prices for terms r than 1 Yr to be prorated accordingly) LIST PRICE	\$4,500	3%
4870-0002		nier 3 Year, Video Network Mgmt & Room Control 25, Telephone Technical port During Business Hours, software updates & upgrades, LIST PRICE	\$10,800	3%
4870-0002	23-112 Sup	nier 1 Year, Video Network Mgmt & Room Control100, Telephone Technical port During Business Hours, software updates & upgrades (prices for terms r than 1 Yr to be prorated accordingly) LIST PRICE	\$13,500	3%
4870-0002	Prer Sup	nier 3 Year, Video Network Mgmt & Room Control100, Telephone Technical port During Business Hours, software updates & upgrades, LIST PRICE	\$32,400	3%
4870-0002	24-112 Sup	nier 1 Year, Video Network Mgmt & Room Control500, Telephone Technical port During Business Hours, software updates & upgrades (prices for terms r than 1 Yr to be prorated accordingly) LIST PRICE	\$33,750	3%
4870-0002	Prer	nier 3 Year, Video Network Mgmt & Room Control500, Telephone Technical port During Business Hours, software updates & upgrades, LIST PRICE	\$81,000	3%
	l			
4870-0002	21-160 Part	ner Premier, 1 Yr,Video Network Mgmt & Room Control 5, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly)	\$845	3%
4870-0002		ner Premier, 3 Yr, Video Network Mgmt & Room Control 5, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades	\$2,025	3%
4870-0002	Part 22-160 Part	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly)	\$3,375	3%
	Part 22-160 Part othe	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms	\$3,375 \$8,100	3%
4870-0002	22-160 Part othe 22-360 Part Part 23-160 Part Part Part 23-160 Part	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service		
4870-0002 4870-0002	Part othe 22-360 Part 23-160 Part othe 23-360 Part Part othe 23-360 Part other	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms	\$8,100	3%
4870-0002 4870-0002 4870-0002	Part Part 22-160 Part othe Part Part 23-160 Part 23-160 Part othe Part 23-360 Part Part Part Part Part Part Part Part	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 100, Qualified Service	\$8,100 \$10,125	3%
4870-0002 4870-0002 4870-0002	Part othe 22-360 Part 23-160 Part othe 23-360 Part 23-360 Part 24-160 Part othe Part other part o	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 100, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control 100, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control 500, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms	\$8,100 \$10,125 \$24,300	3% 3% 3%
4870-0002 4870-0002 4870-0002 4870-0002	Part othe 22-360 Part 23-160 Part othe 23-360 Part 23-360 Part 24-160 Part othe Part other part o	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service	\$8,100 \$10,125 \$24,300 \$25,315	3% 3% 3%
4870-0002 4870-0002 4870-0002 4870-0002	Part Part othe 22-360 Part Part 23-160 Part Part 23-160 Part Part 24-160 Part Part 24-160 Part Part 24-360 Part Part Part Part Part Part Part Part	ner Premier, 1 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control 25, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control100, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control100, Qualified Service ner, Tech Phone Support to Partner, Software updates & upgrades ner Premier, 1 Yr, Video Network Mgmt & Room Control500, Qualified Service ner, Tech Phone Support to Partner, SW updates&upgrades (prices for terms r than 1Yr prorated to be accordingly) ner Premier, 3 Yr, Video Network Mgmt & Room Control500, Qualified Service	\$8,100 \$10,125 \$24,300 \$25,315	3% 3% 3%

POLYCOM POLYCOM POLYCOM		support for intelligent call routing, plus easy system deployment and bandwidth management, Polycom PathNavigator ensures reliability, security and ef	fective cost control.		
POLYCOM					
POLYCOM					
POLYCOM	5151-20985-001	PathNavigator Redundant - Version 5.0 CD, 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%	
POLYCOM	5151-20985-002	PathNavigator Redundant - Version 5.0 CD, 100-Pack License (100 registrants and 30 concurrent calls)	\$2,499	22%	
POLYCOM	5151-20985-003	PathNavigator Redundant - Version 5.0 CD, 500-Pack License (500 registrants and 150 concurrent calls)	\$6,249	22%	
POLYCOM	5151-20985-004	PathNavigator Redundant - Version 5.0 CD, 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$12,499	22%	
POLYCOM	5151-21055-001	PathNavigator - Version 5.0 CD, 25-Pack License (25 registrants and 12 concurrent calls)*	\$4,999	22%	
POLYCOM	5151-21055-002	PathNavigator - Version 5.0 CD, 100-Pack License (100 registrants and 30 concurrent calls)	\$9,999	22%	
POLYCOM	5151-21055-003	PathNavigator - Version 5.0 CD, 500-Pack License (500 registrants and 150 concurrent calls)	\$24,999	22%	
POLYCOM	5151-21055-004	PathNavigator - Version 5.0 CD, 3,000-Pack License (3,000 registrants and 600	\$49,999	22%	
POLYCOM	5151-21060-300	concurrent calls) PathNavigator - 25-Pack License (25 registrants and 12 concurrent calls)*	\$4,999	22%	
POLYCOM	5151-21060-500	PathNavigator - 100-Pack License (100 registrants and 30 concurrent calls)	\$9,999	22%	
POLYCOM	5151-21060-700	PathNavigator - 500-Pack License (500 registrants and 150 concurrent calls)	\$24,999	22%	
POLYCOM	5151-21060-900	PathNavigator - 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$49,999	22%	
POLYCOM	5151-21065-300	PathNavigator Redundant - 25-Pack License (25 registrants and 12 concurrent calls)*	\$1,249	22%	
POLYCOM	5151-21065-500	PathNavigator Redundant - 100-Pack License (100 registrants and 30 concurrent calls)*	\$2,499	22%	
POLYCOM	5151-21065-700	PathNavigator Redundant - 500-Pack License (500 registrants and 150 concurrent calls)	\$6,249	22%	
POLYCOM	5151-21065-900	PathNavigator Redundant - 3,000-Pack License (3,000 registrants and 600 concurrent calls)	\$12,499	22%	
POLYCOM		*The 25 pack, as a single installment, supports 8 concurrent sessions, but when use	ad with an MCC it w	vill aupport up to12 conquirrent	
POLYCOM		sessions at no additional cost.	ed with an MGC, it w	nii support up to 12 concurrent	
POLYCOM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM					
		Product Line Section Legend - PathNavigator Maintenance Service			
POLYCOM		Product Line Section Legend - PathNavigator Maintenance Service * Refer to Service Policies Tab for service availability and price uplifts applicable in s	some countries		
POLYCOM POLYCOM			some countries		
POLYCOM POLYCOM			some countries		
POLYCOM POLYCOM			some countries		
POLYCOM POLYCOM POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in s	some countries		
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870.00002.007	* Refer to Service Policies Tab for service availability and price uplifts applicable in s	custom	304	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00002-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and		3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00002-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote	Custom	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00002-007 4870-00003-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and	Custom	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM		* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote		
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM		*Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems	Custom Quote		
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00003-007	*Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote \$10,000	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00003-007 4870-00004-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based	Custom Quote \$10,000 \$20,000	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00003-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database	Custom Quote \$10,000	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00003-007 4870-00004-007	*Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation &	Custom Quote \$10,000 \$20,000 Custom	3%	
POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM POLYCOM	4870-00003-007 4870-00004-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database	Custom Quote \$10,000 \$20,000 Custom	3%	
POLYCOM	4870-00003-007 4870-00004-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote \$10,000 \$20,000 Custom	3%	
POLYCOM	4870-00003-007 4870-00004-007	Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE*	Custom Quote \$10,000 \$20,000 Custom	3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE *	Custom Quote \$10,000 \$20,000 Custom Quote	3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation	Custom Quote \$10,000 \$20,000 Custom Quote	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995	3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004 4870-00002-006	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 3 Year, PathNavigator 25 License, telephone tech support during	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995 \$5,995	3% 3% 3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004 4870-00002-112 4870-00002-312	*Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack Size, On-site Installation and On-site Systems Administrator Training, LIST PRICE* Installation, PathNavigator, Any License Pack Size, On-site Installation and On-site Systems Administrator Training, LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 3 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 1 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995 \$5,995 \$750 \$1,800	3% 3% 3% 3% 3% 3% 3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004 4870-00002-112 4870-00002-312 4870-00003-112	* Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 3 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995 \$5,995 \$750 \$1,800 \$1,500	3% 3% 3% 3% 3% 3% 3% 3% 3% 3%	
POLYCOM	4870-00003-007 4870-00004-007 4870-00005-007 4870-00002-004 4870-00002-112 4870-00002-312	*Refer to Service Policies Tab for service availability and price uplifts applicable in service. Implementation Service, PathNavigator 25 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 100 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 500 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Implementation Service, PathNavigator 3000 License, Requires Web-based remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE * Installation, PathNavigator, Any License Pack SizeOn-site Installation LIST PRICE* Installation & Training, PathNavigator, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE* Premier, 1 Year, PathNavigator 25 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 1 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Premier, 1 Year, PathNavigator 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	Custom Quote \$10,000 \$20,000 Custom Quote \$2,995 \$5,995 \$750 \$1,800	3% 3% 3% 3% 3% 3% 3% 3% 3%	

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М	4870-00004-312	Premier, 3 Year, PathNavigator 500 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$9,000	3%	
	4870-00005-112	Premier, 1 Year, PathNavigator 3000 License, telephone tech support during	\$7,500	3%	
М		business hours, software updates & upgrades LIST PRICE Premier, 3 Year, PathNavigator 3000 License, telephone tech support during			
M M	4870-00005-312	business hours, software updates & upgrades LIST PRICE	\$18,000	3%	
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м	4870-00002-160	Partner Premier, 1 Year, PathNavigator 25 License, telephone tech support to partner during business hours, software updates & upgrades	\$560	3%	
	4870-00002-360	Partner Premier, 3 Year, PathNavigator 25 License, telephone tech support to	\$1,350	3%	
M		partner during business hours, software updates & upgrades Partner Premier, 1 Year, PathNavigator 100 License, telephone tech support to			
М	4870-00003-160	partner during business hours, software updates & upgrades	\$1,125	3%	
м	4870-00003-360	Partner Premier, 3 Year, PathNavigator 100 License, telephone tech support to partner during business hours, software updates & upgrades	\$2,700	3%	
	4870-00004-160	Partner Premier, 1 Year, PathNavigator 500 License, telephone tech support to	\$2,815	3%	
M		partner during business hours, software updates & upgrades Partner Premier, 3 Year, PathNavigator 500 License, telephone tech support to			
М	4870-00004-360	partner during business hours, software updates & upgrades	\$6,750	3%	
м	4870-00005-160	Partner Premier, 1 Year, PathNavigator 3000 License, telephone tech support to partner during business hours, software updates & upgrades	\$5,625	3%	
	4870-00005-360	Partner Premier, 3 Year, PathNavigator 3000 License, telephone tech support to	\$13,500	3%	
M IVI		partner during business hours, software updates & upgrades	V -77-1-1		
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M M	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
M		Product Family Section Legend - Global Management Systems			
N 4		Designed for IT professionals, the Polycom Global Management			
M					
M		System is a web-based system management software solution that			
M M		System is a web-based system management software solution that enables real-time monitoring and remote network management of			
M M M		System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global			
M M M M M		System is a web-based system management software solution that enables real-time monitoring and remote network management of			
M M M M		System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports			
M M M M M		System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports			
M M M M M M		System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports			
M M M M M	5151-21050-001	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports	\$249	22%	
M M M M M M	5151-21050-001 5151-21050-002	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing.	\$249 \$1,199	22% 22%	
M M M M M M M M M M M M M M M M M M M		System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License			
M M M M M M M M M M M M M M M M M M M	5151-21050-002	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License	\$1,199 \$4,999 \$9,999	22% 22% 22%	
M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License	\$1,199 \$4,999 \$9,999 \$24,999	22% 22% 22% 22%	
M M M M M M M M M M M M M M M M M M M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999	22% 22% 22% 22% 22% 22%	
M M M M M M M M M M M M M M M M M M M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006 5151-21050-100	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999 \$249	22% 22% 22% 22% 22% 22% 22%	
M M M M M M M M M M M M M M M M M M M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006 5151-21050-100 5151-21050-200	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 2 - Pack License Global Management System - Version 5.0 CD, 25 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - 1 Pack License Global Management System - 1 Pack License Global Management System - 5 Pack License	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999 \$249 \$1,199	22% 22% 22% 22% 22% 22% 22%	
M M M M M M M M M M M M M M M M M M M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006 5151-21050-100 5151-21050-200 5151-21050-300	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - 1 Pack License Global Management System - 1 Pack License Global Management System - 5 Pack License Global Management System - 5 Pack License	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999 \$249 \$1,199 \$4,999	22% 22% 22% 22% 22% 22% 22% 22%	
M M M M M M M M M M M M M M M M M M M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006 5151-21050-100 5151-21050-200 5151-21050-300 5151-21050-500	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 25 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - 1 Pack License Global Management System - 1 Pack License Global Management System - 5 Pack License Global Management System - 5 Pack License Global Management System - 25 Pack License Global Management System - 25 Pack License	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999 \$249 \$1,199 \$4,999 \$9,999	22% 22% 22% 22% 22% 22% 22% 22% 22%	
M M M M M M M M M M M M M M M M M M M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006 5151-21050-100 5151-21050-200 5151-21050-300 5151-21050-500 5151-21050-700	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 25 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - 1 Pack License Global Management System - 5 Pack License Global Management System - 5 Pack License Global Management System - 25 Pack License Global Management System - 25 Pack License Global Management System - 100 Pack License Global Management System - 100 Pack License Global Management System - 500 Pack License	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999 \$249 \$1,199 \$4,999 \$9,999	22% 22% 22% 22% 22% 22% 22% 22% 22% 22%	
M M M M M M M M M M M M M M M M M M M	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006 5151-21050-100 5151-21050-200 5151-21050-300 5151-21050-500	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 25 - Pack License Global Management System - Version 5.0 CD, 100 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - 1 Pack License Global Management System - 1 Pack License Global Management System - 5 Pack License Global Management System - 5 Pack License Global Management System - 25 Pack License Global Management System - 25 Pack License	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999 \$249 \$1,199 \$4,999 \$9,999	22% 22% 22% 22% 22% 22% 22% 22% 22%	
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MMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMMM	5151-21050-002 5151-21050-003 5151-21050-004 5151-21050-005 5151-21050-006 5151-21050-200 5151-21050-300 5151-21050-700 5151-21050-700 5151-21050-700 5151-21050-900	System is a web-based system management software solution that enables real-time monitoring and remote network management of enterprise-wide Polycom video endpoints and MCUs. Global Management System also allows users to generate reports pertaining to Call Detail Records for Polycom endpoint billing. Global Management System - Version 5.0 CD, 1 - Pack License Global Management System - Version 5.0 CD, 5 - Pack License Global Management System - Version 5.0 CD, 25 - Pack License Global Management System - Version 5.0 CD, 25 - Pack License Global Management System - Version 5.0 CD, 500 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - Version 5.0 CD, 3,000 - Pack License Global Management System - 1 Pack License Global Management System - 5 Pack License Global Management System - 5 Pack License Global Management System - 500 Pack License Global Management System - 3,000 Pack License Refer to Service Policies Tab for service availability and price uplifts applicable in Product Line Section Legend - GMS Maintenance Service Refer to Service Policies Tab for service availability and price uplifts applicable in Implementation Service, Global Management System 100 License, Requires Webbased remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading and Testing, LIST PRICE Implementation Service, Global Management System 500 License, Requires Webbased remote mgmt enabled, Includes Pre-Install Coordination, On-site Installation & Systems Admin Training, Project Mgmt, Database Development, Database Loading & Testing, LIST PRICE	\$1,199 \$4,999 \$9,999 \$24,999 \$49,999 \$1,199 \$4,999 \$24,999 \$4,999 \$24,999 \$49,999 \$21,199 \$49,999 \$21,199 \$49,999 \$21,199 \$49,999	22% 22% 22% 22% 22% 22% 22% 22% 22% 22%	

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DLYCOM				
LYCOM		<u> </u>		<u> </u>
DLYCOM	4870-00025-004	Installation, Global Mgmt System, Any License Pack SizeOn-site Installation LIST PRICE*	\$1,995	3%
DLYCOM	4870-00025-006	Installation & Training, Global Mgmt System, Any License Pack Size, On-site Installation and on-site Systems Administrator Training, LIST PRICE*	\$2,995	3%
LYCOM				
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DLYCOM	4870-00025-112	Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$180	3%
DLYCOM	4870-00025-312	Premier, 3 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$430	3%
	4870-00026-112	Premier, 1 Year, Global Mgmt System 25 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to	\$750	3%
DLYCOM	4870-00026-312	be prorated accordingly) LIST PRICE Premier, 3 Year, Global Mgmt System 25 License, telephone tech support during	\$1,800	3%
LYCOM		business hours, software updates & upgrades LIST PRICE Premier, 1 Year, Global Mgmt System 100 License, telephone tech support during		201
DLYCOM	4870-00027-112	business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$1,500	3%
DLYCOM	4870-00027-312	Premier, 3 Year, Global Mgmt System 100 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$3,600	3%
DLYCOM	4870-00028-112	Premier, 1 Year, Global Mgmt System 500 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) LIST PRICE	\$3,750	3%
DLYCOM	4870-00028-312	Premier, 3 Year, Global Mgmt System 500 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$9,000	3%
OLVOOM	4870-00029-112	Premier, 1 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1	\$7,500	3%
JLYCOM		Yr to be prorated accordingly) LIST PRICE		
DLYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE	\$18,000	3%
DLYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support	\$18,000	3%
DLYCOM DLYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support	\$18,000	3%
LYCOM LYCOM LYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support	\$18,000	3%
LYCOM _ LYCOM _ LYCOM _	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support	\$18,000	3%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	4870-00029-312	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support	\$18,000	3%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	4870-00029-312 4870-00025-160	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms	\$18,000 \$135	3%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM		Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support		
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	4870-00025-160	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms	\$135	3%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	4870-00025-160 4870-00025-360	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support	\$135 \$325	3%
DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM DLYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech	\$135 \$325 \$560 \$1,350	3% 3% 3% 3%
DLYCOM	4870-00025-160 4870-00025-360 4870-00026-160	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560	3% 3% 3%
DLYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360	Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350	3% 3% 3% 3%
DLYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125	3% 3% 3% 3% 3%
DLYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00026-360 4870-00027-160 4870-00027-360	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700	3% 3% 3% 3% 3% 3%
DLYCOM	4870-00025-160 4870-00025-360 4870-00026-160 4870-00027-160 4870-00027-360 4870-00028-160	Premier, 3 Year, Global Mgmt System 3000 License, telephone tech support during business hours, software updates & upgrades LIST PRICE Partner Premier, 1 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 5 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 25 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 100 License, telephone tech support to partner during business hours, software updates & upgrades Partner Premier, 1 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) Partner Premier, 3 Year, Global Mgmt System 500 License, telephone tech support to partner during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly)	\$135 \$325 \$560 \$1,350 \$1,125 \$2,700 \$2,815	3% 3% 3% 3% 3% 3% 3% 3% 3%

POLYCOM					
PULTCUM					
POLYCOM					
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM					
		GLOBAL Reach Handling Fee, Audio Products, up to 5 units. EX-WORKS for any			
DOLY/OOM	4865-07520-001	location world wide. For full explaination of ex-works, please refer to the program	\$50	3%	
POLYCOM		handbook GLOBAL Reach Handling Fee, Audio Products, 6-10 units. EX-WORKS for any			
	4865-07520-002	location world wide. For full explaination of ex-works, please refer to the program	\$100	3%	
POLYCOM		handbook			
		GLOBAL Reach Handling Fee, Audio Products, 11+ units. EX-WORKS for any			
	4865-07520-003	location world wide. For full explaination of ex-works, please refer to the program	\$150	3%	
POLYCOM		handbook			
		GR S&H, Aud, up to 5 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela, Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary,			
	4865-07650-001	Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia,	\$150	3%	
POLYCOM		Switzerland, Ukraine			
		GR S&H, Aud, 6-10 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela,			
	4865-07650-002	Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary,	\$230	3%	
DOL VOOM	1000 07 000 002	Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia,	\$255		
POLYCOM		Switzerland, Ukraine GR S&H, Aud, 11-15 units. DDP into Chile, Costa Rica, Puerto Rico, Venezuela,			
		Australia, JPN, NZ, Phillipines, Sinagpore, S Korea, Taiwan, CZE, Hungary,			
	4865-07650-003	Iceland, Israel, Norway, Poland, Romania, Russia, Slovenia, Slovakia,	\$310	3%	
POLYCOM		Switzerland, Ukraine			
POLTCOIVI					
POLYCOM					
POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
POLYCOM					
POLYCOM	4865-07522-001	Ex-works (collection) from regional warehouse	\$200	3%	
POLYCOM	4865-07523-001	GLOBAL Reach Handling fee. Including DDP Delivery	\$885	3%	
POLYCOM	4865-07525-001	GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA.	\$300	3%	
		GLOBAL Reach Handling fee. Including DDP Delivery into EU and USA, for Video			
DOL 1/0014	4865-07527-001	system including up to 2 x CARTS & monitors. See GR tab for list of participating	\$1,200	3%	
POLYCOM		Countries			

OM				
OM				
DM DM	PART NUMBER	Description	LIST PRICE	Disc
M	4864-04286-002	TRG, ViewStation Technical Training,includesFXandVS4000 3Days on-site. Max 8 students.	\$14,000	3%
M	4864-05083-002	TRG, Qualified Conferencing Specialist Training 5Days on-site.Max.8 students. Requires prior participation in a videoconference call.	\$17,500	3%
	4864-05086-002	Implementing IP Networks for H.323 Videoconferencing(3days) on-site.Max. 8 students. Req:VideoOver IP/Experience with LAN/WAN, H.323 videoconferencing	\$14,000	3%
M M	4864-07002-002	systems, and ISDN videoconferencing standards. TRG,Polycom Conference Suite, 2Days held on-site. Max. 8 Students	\$10,750	3%
	4864-07004-002	TRG, VoicePlus Technical Training 2Days held on-site.Max. 8 Students. Prerequisite: Prior attendance in MGC Technical Maint. Or MGC Operation &	\$10,750	3%
М		Engineering Course MGCGateway/Gatekeeper (1Day)Delivered on-site at customer location, priced for	, ,, ,,	
M	4864-07006-002	up to 8 persons max. Req: Prior attendance of the 5-Day MGCTechMaint.course, Familiarity with Telephony Knowledge of Windows.	\$5,500	3%
	4864-07008-002	WebCommander Technical Training(2Days)Delivered On-Site at customer location, priced for up to 8 persons max. Req: Prior attendance in MGC System	\$10,750	3%
М	4004-07000-002	Admin or MGCTechMaint. Familiarity with electronic equip. Knowledge of Windows.	\$10,750	376
	4864-27007-002	VSX7000TechTrg(2Days)Delivered on-site at customer location,priced for up to 8 persons max.Travel expenses of instructor included. Req:Knowledge of	\$10,750	3%
M		ISDN/IPNetworks, MS Windows. Venue 2000 Technical Maint (2 days) delivered on-site, priced for up to 8 students		
М	CS-2000-TS01-OS	plus travel and expenses. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic	\$10,750	3%
IVI		equip. Concorde 4500 Technical Maint (2 days) delivered on-site, priced for up to 8 students plus travel and expenses. Requires prior participation in a		
M	CS-4500-TS01-OS	videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic equip.	\$10,750	3%
••		MGC50/100 Tech Maint (5 days) delv'd on-site, priced for up to 8 students plus travel/expense. Reg: prior participation in multipoint videoconf call. Windows OS,		
М	CS-ACCORD-TS01-OS	Videoconf & Networks, and Video over IP courses recommended. Familiar with eletrnc equip.	\$17,500	3%
	00.01/5.0004.00	TRG, CVE Core Curriculum 5Days,on-site.Max10 students. Prerequisites: 1/+ yrs.	447.500	201
M	CS-CVE-OS01-OS	Exp. w/audio & video technologies in a conferencing environment. Solid experience with LAN & WAN, including ISDN and videoconferencing standards.	\$17,500	3%
	CS-INTRO-TS01-OS	Videoconferencing (H.320) & Networks(2 days) Dlv'd on-site, priced for up to 8 students plus trvl/exps. Entry level videoconf/networking course provides overview	\$10,750	3%
М	00-1141110-1001-00	of telecomms industry, public switched telephone network, interfaces and videoconf stds.	ψ10,730	376
	CS-PNAV-TS01-OS	PathNavigator Technical Training (4 days) requires prior participation in multipoint training, familiarity with PCs and electronic equipment, and knowledge of circuit	\$16,000	3%
M		switched and packet-based networks iPower Tech Maint (3 days) delivered on-site, priced for up to 8 students plus		
М	CS-PT900-TS01-OS	travel/expenses. Req: prior participation in a videoconf call. Windows OS, Videoconf & Networks, and Video over IP courses recommended. Familiarity with electronic equip.	\$14,000	3%
VI		Video Over IP and the Internet (2 days) delivered on-site, priced for up to 8 students plus travel/expenses. Requires LANs, TCP/IP and Internet or an		
М	CS-VOIP-TS01-OS	equivalent course covering the IP protocol suite in detail. Real world experience with Internet apps.	\$10,750	3%
IVI				
М	0.071		LIOTESIAS	
M M	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
	4864-04285-003	ViewStation System Administrator training(4Hrs) Over Point-to-Point Videoconference. Max class size 5 students. Prior participation in a	\$1,500	3%
M	4864-04285-010	videoconference call requested. ViewStation End-User training (2 hours) Over Point-to-Point Videoconference. Max	\$750	3%
M	4864-06475-001	class size 5 students. ViaVideo Advanced training (2 hours) Over Point-to-Point Videoconference. Max	\$750	3%
M.	4864-06476-001	class size 5 students. ViaVideo Basics training (2 hours) Over Point-to-Point Videoconference. Max class		3%
VI VI	4864-07053-001	size 5 students. Additional person in videoconference-based training	\$150	3%
М	CS-2000-AD01-OV	Venue 2000 System Admin. Training Over Video (4 Hours) for up to 5 persons max. Cost per session. Over Point-to-Point Conference.	\$1,500	3%
M	CS-2000-EU01-OV	Venue, Enduser Trig, Over Video (2 Hours) for up to five persons max. Live Point- to-Point videoconference.	\$750	3%
M	CS-4500-AD01-OV	Conc 4500, System Admin Trng, Training Over Video. (4 Hours) for up to 5 persons max. Cost per session. Over Point-to-Point Videoconference.	\$1,500	3%
M	CS-4500-EU01-OV	Conc 4500, End User Trng, Over Video (2 Hours) for up to five persons max. Cost is per session. Point-to-Point Videoconference.	\$750	3%
M	CS-PT900-AD01-OV	TRG, iPower Series System Administrator Training 4Hrs Over live Videoconference.Priced per session.Max 5 students	\$1,500	3%
M	CS-PT900-EU01-OV	TRG, iPower Series End User Training 2Hrs Over live videoconference.Priced per	\$750	3%
۱۷I		session. Max. 5 students		

PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>
4864-04285-006	ViewStation Advanced training streamed via the web.	\$195	3%
4864-04285-007	ViewStation Basic training streamed via the web.	\$195	3%
4864-04285-008	Using ViewStation with NetMeeting training streamed via the web.	\$195	3%
4864-05084-001	Videoconference 101 training streamed via the web.	\$195	3%
4864-06969-001	ViaVideo Basic Training	\$195	3%
4864-08820-004	Polycom Learning Center OnLine Video Library	\$395	3%
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PART NUMBER	Description	LIST PRICE	Disc
TAKT NOWDER	<u>Description</u>	LIOTTRIOL	<u>D130</u>
2864-04285-001	ViewStationTechnicalTraining,includesFXandVS4000(3days) Price per Student at PLC	\$2,000	3%
4864-05085-001	Implementing IP Networks for H.323 Videoconferencing(3days) Priced per student at PLC. Req:VideoOver IP/Experience with LAN/WAN, H.323 videoconferencing systems, and ISDN videoconferencing standards.	\$2,000	3%
4864-06970-001	Global Management System training priced per student at PLC (1/2 day). Requires prior participation in a videoconference call and knowledge of videoconferencing	\$700	3%
4864-07001-001	systems. TRG, Polycom Conference Suite 2Days held at Polycom. Priced per student.	\$1.400	3%
.557 07001 001	TRG, VoicePlus Technical Training, 2 Days held at Polycom. Priced per student.	\$1,700	070
4864-07003-001	Prerequisite: Prior attendance in MGC Technical Maint. or MGC Operation & Engineering course.	\$1,400	3%
4864-07005-001	MGCGateway/Gatekeeper (1Day)Held at Polycom, priced per person. Req: Prior attendance of the 5-Day MGCTechMaint.course, Familiarity with Telephony	\$700	3%
4864-07007-001	Knowledge of Windows. WebCommander Technical Training(2Days)Held at Polycom, priced per person. Reg: Prior attendance in MGC System Admin or MGCTechMaint. Familiarity with	\$1,400	3%
	electronic equip. Knowledge of Windows.		
4864-07054-001	ViaVideoTechnicalTraining(1/2day) Price per student at PLC.	\$495	3%
4864-27007-001	VSX7000TechTrg(2Days)Held at Polycom, priced per person.Req:Knowledge of ISDN/IPNetworks, MS Windows.	\$1,400	3%
CS-2000-TS01-IN	Venue 2000 Technical Maintenance (2 days) Priced per student at PLC. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic equipment.	\$1,400	3%
CS-4500-TS01-IN	Concorde 4500 Technical Maintenance (2 days) Priced per student at PLC. Requires prior participation in a videoconference call. Videoconferencing and Networks course recommended. Familiarity with electronic equipment.	\$1,400	3%
CS-ACCORD-AD01-IN	MGCSystem Admin.(3 Days)Held at Polycom,priced per person. Req. prior participation in a multipoint videoconference call. Familiar w/ PCs and electronic equipment. Windows OS, Videoconferencing, Networks, and Video over IP	\$2,000	3%
CS-ACCORD-TS01-IN	courses recommended. MGC50/100 Technical Maint (5 days) Priced per student at PLC. Req: prior participation in a multipoint videoconference call. Windows OS, Videoconf & Networks, and Video over IP courses recommended. Familiarity with electronic	\$3,250	3%
CS-CVE-CC-IN	equip. CVE Core Curriculum (5 days) Priced per student at PLC. Req: one of more years experience with audio and video technologies in a conferencing environment. Solid experience with local and wide area networks, including ISDN and	\$2,250	3%
CS-IMUX-TS01-IN	videoconferencing standards. Inverse Multiplexing Hands-On (1 Day)	\$700	3%
	Intro To Videoconferencing (H.320)/Networks (2 Days). Priced per student at PLC.		
CS-INTRO-TS01-IN	Intro. To telecom industry, H.320 (ISDN) standards. Beginners course. PathNavigator Technical Training (4 days) requires prior participation in multipoint	\$1,400	3%
CS-PNAV-TS01-IN	training, familiarity with PCs and electronic equipment, and knowledge of circuit switched and packet-based networks	\$2,600	3%
CS-PT900-TS01-IN	iPower Technical Maint (3 Days) Priced per student at PLC. Requires prior participation in a videoconference call. Windows Operating System, Videoconferencing and Networks, and Video over IP courses recommended. Familiarity with electronic equip	\$2,000	3%
	Video Over IP and the Internet (2 days) Priced per student at PLC. Requires		

POLYCOM					
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POLYCOM	4864-05082-001	Qualified Conferencing Specialist training (5 days) Priced per student at PLC. Requires prior participation in a videoconference call.	\$3,250	3%	
PULTCUIVI					
POLYCOM					
POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	<u>Disc</u>	
POLYCOM					
POLYCOM	2151-10980-001	Classroom in a Box	\$300	3%	
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POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM					
POLYCOM	CP-3036-DVD	VCR/DVD combo, NA only	\$250	9%	
POLYCOM					1
POLYCOM					
POLYCOM					
POLYCOM		Product Line Legend - Ceiling Camera			
POLYCOM POLYCOM		Pre-terminated cables are required when camera installation is performed by Polyc	OIII.		
POLYCOM	4863-51051-002	Service Reseller PictureCare,1YR,Ceiling Camera	\$1,010	3%	
		PREMIER PLUS,1YR,Ceiling Camera, Next Business Day Parts&Labor,			
POLYCOM	4870-51051-114	Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$1,120	3%	
POLYCOM	CP-1526-CBL-100	100' Plenum Rated Camera Cable, pre-terminated	\$700	3%	
POLYCOM	CP-1526-CBL-50	50' Plenum Rated Camera Cable, pre-terminated	\$350	3%	
POLYCOM	CP-1526-CBL-75	75' Plenum Rated Camera Cable, pre-terminated	\$525	3%	
	CP-2091N-PT9	Ceiling Camera - 900 Series (NTSC). Includes 2' x 2' ceiling mounting tile. Does not include cable. 900 Series System. Customer responsible for pre-wiring wall to	\$2,000	9%	
POLYCOM	GF-2091N-P19	not include cable. 900 Series System. Customer responsible for pre-wiring wall to ceiling tile.	\$8,000	970	
POLYCOM					
POLYCOM					· <u> </u>
POLYCOM					
POLYCOM	4863-51052-002	Service Reseller PictureCare,1YR,JCS CART	\$3,020	3%	
POLYCOM	4870-51052-004	INSTALLATION, JCS Cart. Travel & Expenses not included.	\$2,750	3%	
		PREMIER PLUS,1YR,JCS Cart, Next Business Day Parts&Labor, Telephone Tech			
POLYCOM	4870-51052-114	Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,360	3%	
POLYCOM	CP-2099-PL128	Judicial Collaboration System w/ViewStation SP 128, 27" Display.	\$18,795	24.50%	
	CP-2099-PL128-H	Judicial Collaboration System (JCS) with ViewStation 128, 27" Monitor and Audio	\$21,795	24.50%	
POLYCOM		Privacy Handset			
POLYCOM POLYCOM	CP-2099-PLFX	Polycom Judicial Collaboration System, VS-FX, QBRI, NTSC, 27" monitor	\$27,990	24.50%	
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POLYCOM					
POLYCOM	4000 54054 000	0 . 0 . 11 . 12	40.000	201	
POLYCOM	4863-51054-002	Service Reseller PictureCare,1YR,AMD DEVICES	\$2,360	3%	
POLYCOM	4870-51053-004	INSTALLATION, MedLink Cart. Travel & Expenses not included. PREMIER PLUS,1YR,MEDLINK Cart, Next Business Day Parts&Labor,	\$2,750	3%	
	4870-51053-114	Telephone Tech Support during Business Hrs, Software Updates & upgrades	\$3,740	3%	
POLYCOM		(prices for terms other than 1 year to be prorated accordingly) LIST PRICE			
	4870-51054-114	PREMIER PLUS,1YR,AMD Devices, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms	\$2,625	3%	
POLYCOM		other than 1 year to be prorated accordingly) LIST PRICE	, ,, ,		
	CP-1433-900	Basic Telemedicine Peripheral for iPower. Includes: AMD-300 Camera, AMD-4500 Coupler, AMD-2020 Opthalmascope, AMD-2015 ENT Scope, AMD-2030	\$14,500	3%	
POLYCOM	CF-1433-900	Dermascope. No substitutions. AMD-3400S not supported.	φ14,500	376	
DOL VOOM	CP-1433-INST	Telemedicine Peripheral Package Installation (Installed at time of MedLink	\$1,400	3%	
POLYCOM POLYCOM		installation)	. ,		
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POLYCOM	-				
POLYCOM					
POLYCOM					
POLYCOM POLYCOM	CP-0573	50' RCA/RCA Cable	\$125	3%	
. OL 1 OOW		PowerMic cable, 50ft/15m. Allows connection of PowerMic to videoconferencing			
POLYCOM	CP-0666	system.	\$190	3%	
POLYCOM	CP-0692	PowerMic cable, 100ft/30m. Allows connection of PowerMic to videoconferencing system.	\$260	3%	
POLYCOM	CP-0738	33' (10m) Speakerphone Cable	\$220	3%	
	CP-0848	PowerMic daisy chain cable, 50ft/15m. Allows connection of existing PowerMic to	\$180	3%	
POLYCOM		another PowerMic for larger room coverage. PowerMic daisy chain cable, 100ft/30m. Allows connection of existing PowerMic			
POLYCOM	CP-1041	to another PowerMic for larger room coverage.	\$240	3%	
DOLVCOM	CP-1270	PowerMic cable, 150ft/45m. Allows connection of PowerMic to videoconferencing	\$325	3%	
POLYCOM POLYCOM	CP-1503	system. 50' (15M) Speakerphone Cable	\$300	3%	
POLYCOM	CP-1615	Wireless Lavaliere Microphone - Requires CP-2027 for use on 900 systems	\$795	3%	
POLYCOM	CP-1615-HH	Wireless Hand Held Microphone - Requires CP-2027 for use on 900 systems	\$795	3%	
DOLVOO!	CP-2027	PowerMic Audio Interface. Allows external audio devices to be connected to	\$600	9%	
POLYCOM POLYCOM	CP-2066-HH	iPower codecs through the PowerMic input. Wireless Hand Held Microphone bundle for 900 System - Includes CP-2027	\$1,395	9%	
POLYCOM	CP-2066-LAV	Wireless Lavelier Microphone bundle for 900 System - Includes CP-2027	\$1,395	9%	
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POLYCOM	-	•		'
	7230-21703-001	Camera cable for PowerCam, 50ft/15m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$300	9%
POLYCOM	1200 211 00 001	Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 100ft/30m. For iPower 9000 Series. Includes power	Ψ000	
DOL VOOM	7230-21704-001	supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$500	9%
POLYCOM		Can be used with PowerCam as main or aux camera. Camera cable for PowerCam, 150ft/45m. For iPower 9000 Series. Includes power		
POLYCOM	7230-21705-001	supply and PWR-CBL-A. Some countries may require appropriate power cable. Can be used with PowerCam as main or aux camera.	\$780	9%
		Camera cable for PowerCam, 200ft/60m. For iPower 9000 Series. Includes power		
	7230-21706-001	supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$960	9%
POLYCOM		Can be used with PowerCam as main or aux camera.		
POLYCOM	7230-50880-001	Camera cable for PowerCam Plus, 30ft/9m.For iPower 9000 Series.	\$325	9%
POLYCOM	7230-50881-001	Camera cable for PowerCam Plus, 50ft/15m.For iPower 9000 Series	\$425	9%
POLYCOM	7230-50882-001	Camera cable for PowerCam Plus, 100ft/3m. For iPower 9000 Series. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	9%
POLYCOM	CP-0573	50' RCA/RCA Cable	\$125	3%
POLYCOM	CP-0765	100' RCA/RCA Cable	\$155	3%
POLYCOM	CP-0884	100' RPC Cable (ZX)	\$400	3%
. 32.3011	2. 000.	Camera cable for iPower 70 or 80 cameras, 150ft/45m. Also compatible with	Ţ	
POLYCOM	CP-0885	PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$700	3%
POLYCOM	CP-0886	Camera cable for iPower 70 or 80 cameras, 100ft/30m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$550	3%
POLYCOM	CP-1268	Camera cable for iPower 70 or 80 cameras, 200ft/60m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Includes power supply and PWR-CBL-A. Some countries may require appropriate power cable.	\$850	3%
POLYCOM	CP-1319	50 Foot S-Video Cable	\$99	9%
POLYCOM	CP-1450	Camera cable for iPower 70 or 80 cameras, 25ft/7.5m. Also compatible with PictureTel PowerCam 100 and PowerCam 30 on PictureTel Concorde/S4xxx and Venue. Power supply may be required on some systems.	\$175	3%
POLYCOM	CP-1492	50' LimeLight/PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$525	3%
POLYCOM	CP-1591	100 Foot S-Video Cable	\$180	9%
POLYCOM	CP-1623	100' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$850	3%
POLYCOM	CP-1816	150' LimeLight / PT80 Cable Kit Includes power supply (RPC-PSU) & Audio Cable	\$950	3%
POLYCOM				
POLYCOM				
OLYCOM		-		-
OLYCOM	CP-1540	Custom Wall Plate (8-pin camera, 7-pin Mic)	\$95	3%
OLYCOM	CP-1540-KIT	Custom Wall Plate / Termination Kit	\$500	3%
	OF - 1340-1111	Oustoni vvan i iate / Termination füt	φυσο	3/0
POLYCOM	-			1
POLYCOM	-			
POLYCOM	CD 0505	Compare Well Breeket (BeurerCom 100 or BistureTel 70)	¢100	20/
POLYCOM	CP-0525	Camera Wall Bracket (PowerCam 100 or PictureTel 70)	\$190	3%
POLYCOM	CP-2383	Adjustable Camera/Speaker Wall Bracket	\$120	9%

DOLVOOM					
POLYCOM					
POLYCOM	OD 0055 5::5	Removable Hard Drive including Bay and cartridge for iPower 9000. Install not	04.505	2027	
POLYCOM	CP-2855-RHD	included.	\$1,500	30%	
POLYCOM					
POLYCOM POLYCOM					
I-OLI COIVI		iPower 9800 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge			
DOLVCOM	CP-2855-98N-IP	provided. No displays or carts. DOES include English language components - no	\$19,499	32%	
POLYCOM		LK is necessary. iPower 9800 NTSC NA QBRI, with Removable Hard Drive, additional drive in			
	CP-2855-98N-Q	cartridge provided. No displays or carts. DOES include English language	\$21,499	32%	
POLYCOM		components - no LK is necessary. iPower 9800 NTSC NA RS449, with Removable Hard Drive, additional drive in			
	CP-2855-98N-R	cartridge provided. No displays or carts. DOES include English language	\$21,499	32%	
POLYCOM		components - no LK is necessary.			
	CP-2855-98N-V	iPower 9800 NTSC NA V35, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language	\$21,499	32%	
POLYCOM	0. 2000 00	components - no LK is necessary.	Ψ21,100	32%	
POLYCOM					
POLYCOM					
POLYCOM		iPower 9000 Codec NA IP, with Removable Hard Drive, additional drive in			
DOLL CO.	CP-2855-9K-IP	cartridge provided. DOES include English language components - no LK is	\$15,499	32%	
POLYCOM		necessary iPower 9000 Codec NA QBRI, with Removable Hard Drive, additional drive in			
	CP-2855-9K-Q	cartridge provided. DOES include English language components - no LK is	\$17,499	32%	
POLYCOM		necessary.			
	CP-2855-9K-R	iPower 9000 Codec NA RS449, with Removable Hard Drive, additional drive in cartridge provided. DOES include English language components - no LK is	\$17,499	32%	
POLYCOM	51 -2005-3N-IV	necessary.	ψ.1,τ33	5270	
	CD 2055 2K V	iPower 9000 Codec NA V35, with Removable Hard Drive, additional drive in	¢17.400	220/	
POLYCOM	CP-2855-9K-V	cartridge provided. DOES include English language components - no LK is necessary.	\$17,499	32%	
POLYCOM					
POLYCOM					
POLYCOM		Dower 0400 NTSC NA ID with Removable Hard Drive additional drive in contrider			
	CP-2855-94N-IP	iPower 9400 NTSC NA IP, with Removable Hard Drive, additional drive in cartridge provided. No displays or carts. DOES include English language components - no	\$16,999	32%	
POLYCOM		LK is necessary.	,		
	CP-2855-94N-Q	Power 9400 NTSC NA QBRI, with Removable Hard Drive, additional drive in	\$18,999	32%	
POLYCOM	OF-2000-84IN-Q	cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	φ10,333	3276	
	00.0055.041.5	iPower 9400 NTSC NA RS449, with Removable Hard Drive, additional drive in	# 40.000	0001	
POLYCOM	CP-2855-94N-R	cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%	
		iPower 9400 NTSC NA V35, with Removable Hard Drive, additional drive in			
POLYCOM	CP-2855-94N-V	cartridge provided. No displays or carts. DOES include English language components - no LK is necessary.	\$18,999	32%	
I OLI OOM		Removable Hard Drive bay,additional drive and cartridge. Includes on-site			
DOLVOCH	CP-2855-FI	installation in customer provided iPower 9000, 9400 or 9800 System by Polycom	\$2,400	30%	
POLYCOM		Product Specialist.			
POLYCOM	CP-2855-HD	Additional cartridge with hard drive for iPower 9000 removable hard drive system	\$500	32%	
POLYCOM					
POLYCOM					
POLYCOM					
I OLI CON		Polycom Interactive Voice & Touch Control software for iPower systems 5.3 or			
DOLVOOM	2200-21450-001	higher. Allows users to control iPower system with voice commands and control	\$1,999	9%	
POLYCOM POLYCOM		camera with pointing device. English language support only.			
I OLI COIVI				ı	
POLYCOM					
POLYCOM					
	2230-21325-001	Small VS4000 ClassStation Package: VS4000 (IP), VCFX, PTZ camera, (2) digital mic¿s, (2) 32" S-Video displays, (2) 42" display stands, (2) spkrs, VCR/DVD	\$29,955	24.50%	
POLYCOM		& doc camera.	Ψ20,300	27.30 /6	
		Large VS4000 ClassStation Package: VS4000 (IP), VCFX, (2) PTZ cameras, (15)			
	2230-21330-001	Student mics for camera cntrl, color touch panel cntrl, (2) 32" S-Video & (1) 32; XGA displays, (3) 42" display stands, podium, (3) spkrs, VCR/DVD, electronic	\$65,995	24.50%	
POLYCOM		wboard & doc cam.			
		Small iPower 9800 ClassStation Package: iPower 9000 (IP), ImageShare II,			
	2230-21335-001	PowerCam Plus camera, wireless tablet, (2) PowerMic¿s, (1) 32" S-Vid and (1) 32" XGA display, (2) 42" carts, (2) spkrs, VCR/DVD, doc cam and Interactive Voice	\$29,995	39%	
POLYCOM		Control Software.			
		Large iPower 9800 ClassStation: iPwr 9000 (IP), IS-II, PowerCam+ &aux cam, wireless tablet,(15) student mics for camera cntrl, (2) 32" S-Vid & (1) 32" XGA			
	2230-21340-001	displays, (3) 42" carts, podium, (3) spkrs, VCR/DVD, doc cam and Interactive	\$65,995	39%	
POLYCOM		Voice Control Software			
POLYCOM	4870-51045-004	INSTALLATION, Small ClassStation. Travel & Expenses not included.	\$3,300	3%	
	4870-51045-114	PREMIER PLUS,1YR,Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades	\$2,795	3%	
POLYCOM		(prices for terms other than 1 year to be prorated accordingly) LIST PRICE	, .,		
	4870-5104F 214	PREMIER PLUS,3YR,Small ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades	\$6.700	3%	
POLYCOM	4870-51045-314	(prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$6,700	376	
POLYCOM	4870-51047-004	INSTALLATION, Medium ClassStation. Travel & Expenses not included.	\$4,400	3%	

POLYCOM	4870-51047-114	PREMIER PLUS,1YR,Medium ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$3,510	3%
POLYCOM	4870-51047-314	PREMIER PLUS,3YR,Medium ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$8,426	3%
POLYCOM	4870-51049-004	INSTALLATION, Large ClassStation. Travel & Expenses not included.	\$5,500	3%
POLYCOM	4870-51049-114	PREMIER PLUS,1YR,Large ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$5,700	3%
POLYCOM	4870-51049-314	PREMIER PLUS,3YR,Large ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) LIST PRICE	\$13,670	3%
POLYCOM POLYCOM POLYCOM		Product Line Section Footer - Vertical Solutions - Distance Learning Solutions 45 Day Leadtime		

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PULYCUM					
POLYCOM POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM	FAILT NOWIDER	Description	LIST FRICE	Disc	J
	6867-07747-001	ISDN to IP Transition 2-day Workshop: In-depth Discussion of Business Case Development, Video, Voice, Data and Web conferencing Architecture Review, IP Infrastructure Verification, Development & Execution of Transition Plan, Workshop	\$14,995	3%	
POLYCOM POLYCOW		Report			
POLYCOM					
POLYCOM	PART NUMBER	Description	LIST PRICE	Disc	
POLYCOM					1
POLYCOM	6867-07775-001	Video Conference Service Quality Assessment, up to 30 systems, planning, data collection, analysis & summary of video conference service quality in comparison with peer companies and recommendations	\$25,995	3%	
POLYCOW		I			
POLYCOM					
POLYCOM	PART NUMBER	Description	LIST PRICE	<u>Disc</u>	
POLYCOM		Performance Benchmarking & Best Practices Assessment, up to 100 video			1
DOLVOOM	6867-07749-001	systems, assessment of service quality, operational efficiency and business benefits, report to include benchmark comparison, gap analysis and	\$74,995	3%	
POLYCOM		recommended action plan			1

PART NUMBER Product Family Section Legend - Client Products Mantenance Service Refer to Service Policies Tab for service availability and price uptility applicable in some countries Product Family Section Legend - Client Products Mantenance Service Refer to Service Policies Tab for service availability and price uptility applicable in some countries Particle Premier Plus, 1Y, 550, Next Business Day Partis Autor Telephone Tech Support during Business Hes to Pramer Lothing Service 1-1-1-12, Edu of Lie Service 1-1-1-1-12, Edu of Lie Service 1-1-1-1-1-12, Edu of Lie Service 1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	Product Family Section Legend - Client Products Maintenance Service Patient to Service Policies Tab for service availability and price upliffs applicable in some countries Patient PremierPlus, 1Y1,550. Next Business Day Parts&Labor.Tell Toch Support during Business Hrs. 19 Patients of Utility 19 Patients Plus				
Product Family Section Legend - Client Products Maintenance Service **Refer to Service Policies Tab for service availability and price uplifts applicable in some countries **Refer to Service Policies Tab for service availability and price uplifts applicable in some countries **Production** **Produ	Product Family Section Legand - Client Products Mantenance Service **Refer to Service Policies Tab for service availability and price upliffs applicable in some countries **Patrice Premise Plus, 1Y1,550. Next Business Day Patris&Labor, Tell Toch Support during Business Hrs to Patrine, SWups&updatesprices for other than 1 yr to be proceed accordingly/Announced End of Use Sales 1-104. 2E and of Life Sales 1-1-104. End of Life Service 1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-				
Product Family Section Lagand - Client Products Maintenance Service Refer to Service Policides Tab for service malability and price upilits applicable in some countries PartnerPremierPlus.1Yr.550 Nest Business Day Parts&Labor,Tel Toch Support during Business Has to Partner, Styups&upgradesprices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-31-02, End of Life Service 1-31-07 PC-12-550-P PC-12-550-P PC-12-550-P PC-12-550-P SC-12-550-P SC-12-550-P PC-12-550-P PC-12-55	Product Family Section Legend - Client Products Maintenance Service Patient to Service Policies Tab for service availability and price upliffs applicable in some countries Patient PremierPlus, 1Y1,550. Next Business Day Parts&Labor.Tell Toch Support during Business Hrs. 19 Patients of Utility 19 Patients Plus				
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Premier IVI,7550, Parts shipped premium on day of call, Telephone Tech Support during Business Hs, Software ups&upgrades(prices for other than 1y to be prorated accordingly) Announced End of Life Sales 1-31-02, End of Life Service 1-31-07, IST PRICE Partner Premier OutWar, 1Vr,550, Parts shipped premium on day of call, Telephone Tech Support during Business Hs to Partner, SWupsbupgrades(prices other than 1y to be prorated accordingly) End of Life Sales 1-31-02, End of Life Sarvice 1-31-07 Partner Premier Plus, 1Yr,40002X, Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-15-02, EDC-Svc1-15-07 EPC-12-S4-P MPC-12-S4-P PC-12-S4-P PC-	Permier, 1Yr,550, Parts shipped premium on day of call, Telephone Tech Support during Business Hs., Software ups&upgrades(prices for other than 1yr to be prorated accordingly) Announced End of Life Sales 1-31-02, End of Life Service 1-31-07. Barts PRICE SPPOW-12-550-P Partner Premier Push, 1Yr,4000ZX, Next Business Day Parts&Labor, Telephone Tech Support during Business Hs. Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-31-02. End of Life Service 1-31-07 Partner Premier Plus, 1Yr,4000ZX, Next Business Day Parts&Labor, Telephone Tech Support during Business Hs. Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-15-02. EDL-ServI-15-07 Permier Plus, 1Yr,4000ZX, Next Business Day Parts&Labor, Telephone Tech Support during Business Hs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-15-02. EDL-ServI-15-07 Permier Plus, 1Yr,4000ZX, Next Business Day Parts&Labor, Telephone Tech Support during Business Hs. Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-15-02. EDL-ServI-15-07 Permier Plus, 1Yr,4000ZX, Second Business Day Parts&Labor, Telephone Tech Support during Business Hs. Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-15-02. EDL-ServI-15-07 Permier Plus, 1Yr,4000ZX, Second Business Day Parts&Labor, Telephone Tech Support during Business Hs. Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 1-15-02. EOL-ServI-15-07 September Service	PC-12-550-P	prorated accordingly)Announced End of Life Sales 1-31-02, End of Life Service 1-	\$375	3%
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SPPOW-12-550-P SPPOW-12-550-P SPPOW-12-550-P SPPOW-12-550-P Support during Business His to Partner SWupskupgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales 1-31-02, End of Life Service 1-31-07 MPC-12-S4-P Tech Support during Business His to Partner SWupskupgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-31-02, End of Life Service 1-31-07 Partner Premier Plus, 1Yr,4000ZX,Next Business Day Parts&Labor, Telephone Tech Support during Business His to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 Permier Plus, 1Yr,4000ZX,Next Business Day Parts&Labor, Telephone Tech Support during Business His Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 Permier Plus, 1Yr,4000ZX,Next Business Day Parts&Labor, Telephone Tech Support during Business His Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE Premier, 1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business His Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE Premier, 1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business His to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE Partner/Premier/Puls, 1Yr,1400ZX,Parts shipped premium on day of call, Telephone Tech Support during Business His to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc1-15-07 Permier, 1Yr,1400ZX,Parts Shipped premium on day of call, Telephone Tech Support during Business His to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-	SPPOW-12-550-P Partner Premier OutWart1Yt-550. Parts shipped premium on day of call, Tel Tech Support during Business Hris to Partner, SWups&upgrades(prices other than 1yr to be provated accordingly)End of Life Sales 1-31-02, End of Life Service 1-31-07 MPC-12-S4-P Partner Premier Plus, 1Yr, 4000ZX, Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 PartnerPremierPlus 2 Day, 1Yr, 4000ZX, 2ndBusiness Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End Life Sales 1-15-02, EOL-Svc1-15-07 Premier Plus, 1Yr, 4000ZX, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE: PremierPlus 2 Day, 1Yr, 4000ZX, Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE: PremierPlus 2 Day, 1Yr, 4000ZX, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE: PremierPlus, 1Yr, 4000ZX, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 PartnerPremierPlus, 1Yr, 1000ZX, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-10-0, End of Life Sa	SC-12-550-P	during Business Hrs, Software ups&upgrades(prices for other than 1yr to be	\$225	3%
SPPOW-12-550-P Support during Business Hrs to Partner, SWups&upgrades(prices other than 1yr to be prorated accordingly)End of Life Sales 1-31-02, End of Life Service 1-31-07 Partner Premier Plus, 1Yr, 40002X, Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End Life Sales 1-15-02, EoL.svc1-15-07 PartnerPremierPlus 2 Day, 1Yr, 40002X, 2ndBusiness Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End Life Sales 1-15-02, EoL.svc1-15-07 Premier Play, 1Yr, 40002X, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End Life Sales 1-15-02, EoL.svc1-15-07 LIST PRICE: Premier Plus, 1Yr, 40002X, Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EoL.svc1-15-07 LIST PRICE: Premier; 1Yr, 40002X, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL.svc1-15-07 LIST PRICE: Premier; 1Yr, 40002X, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner, Svupaseupgrades(prices for other than 1 yr to be prorated accordingly)Announced End Cile Sales 1-15-02, EOL.svc1-15-07 Balance Tech Support during Business Hrs to Partner, Svupaseupgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Sales 8-1-0	SPPOW-12-550-P Support during Business Hrs to Partner, SWups&upgrades(prices other than 1yr to be prorated accordingly)End of Life Sales 1-31-02. End of Life Service 1-31-07 MPC-12-S4-P Fartner Premier Plus,1Yr,40002X,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 PartnerPremierPlus 2 Day,1Yr,40002X,2ndBusiness Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End Life Sales 1-15-02, EOL-Svc1-15-07 Premier Plus,1Yr,40002X,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE: Premier/Plus 2 Day,1Yr,40002X,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-16-22, EOL-Svc1-15-07 LIST PRICE: Premier/Y,40002X,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-16-22, EOL-Svc1-15-07 SPPOW-12-S4-P Bayen Service Announced End of Life Sales 1-15-16-22, EOL-Svc1-15-07 Bayen Service Announced End of Life Sales 1-15-16-22, EOL-Svc1-15-07 PartnerPremier/DutYar,1Yr,40002X,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-10-10, End of Life Service 8-1-05 and Sales 1-15-02, EOL-Svc1-15-07 PartnerPremier/DutYar,1Yr,10002X,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Lif				
be prorated accordingly/End of Life Sales 1-31-02, End of Life Service 1-31-07 Partner Premier Plus, 1Yr,4000ZX, Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* Partner/Premier/Plus 2 Day, 1Yr,4000ZX, 2ndBusiness Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* Permier Plus, 1Yr,4000ZX, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* List TRICE*	Partner Premier Plus.1Yr.4000ZX.Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07* PC-12-S4-P MPCB-12-S4-P PC-12-S4-P PC-12-S4	SDBOW 40 550 B		¢75	20/
MPC-12-S4-P Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* PartnerPremierPlus 2 Day,1Yr,4000ZX,2ndBusiness Day Parts&Labor,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* Premier Plus, 1Yr,4000ZX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* UIST PRICE* PremierPlus 2 Day,1Yr,4000ZX,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* UIST PRICE* PremierPlus 2 Day,1Yr,4000ZX,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* UIST PRICE* Premier,1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* UIST PRICE* PartnerPremierOutWar,1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Sales 1-15-02, E0L-Svc1-15-07* PartnerPremierPlus,1Yr,Intel Proshare, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST PRICE* Premier,1Yr,Intel Proshare, Next Business Day Parts&Labor, Telephone Tech Support during Business	MPC-12-S4-P Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL. Svc1-15-07* PartnerPremierPlus 2 Day,1Yr,4000ZX,2ndBusiness Day Parts&Labor,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL. Svc1-15-07* PC-12-S4-P PC-12-S4-P PC-12-S4-P PCB-12-S4-P	SPPOW-12-550-P		\$75	3%
MPC-12-S4-P Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* Partner/Premier/Plus 2 Day,1Yr,4000ZX,2ndBusiness Day Parts&Labor,Telephone Tech Support during Business Hrs to Partner/Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* Premier Plus,1Yr,4000ZX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* PremierPlus 2 Day,1Yr,4000ZX,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* PremierPlus 2 Day,1Yr,4000ZX,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* SC-12-S4-P Premier,1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, E0L-Svc1-15-07* SPPOW-12-S4-P PartnerPremierOutWar,1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Sales 1-15-02, E0L-Svc1-15-07* PartnerPremierPlus,1Yr,Intel Proshare,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST PRICE* Premier,1Yr,Intel Proshare,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software u	MPC-12-S4-P Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07* PartnerPremierPlus 2 Day,1Yr,4002X,2rdBusiness Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07* Premier Plus,1Yr,40002X,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07* S3,737 3% PCB-12-S4-P PCB-				
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other than 1yr to be prorated accordingly)Announced End of Life Sales 1-15-02, S2,24-9 Premier Plus, 1Yr,4000ZX, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE * PremieriPlus 2 Day,1Yr,4000ZX, Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE * SC-12-S4-P SC-12-S4-P SC-12-S4-P PremieriPlus 2 Day,1Yr,4000ZX, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE * SC-12-S4-P SPPOW-12-S4-P SPPOW-12-S4-P Partner/Premier/OutWar,1Yr,4000ZX, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc1-15-07 MPC-12-DT2-P Partner/Premier/Plus,1Yr,Intel Proshare, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Service 8-1-05 * Premier Plus,1Yr,Intel Proshare, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST PRICE* Premier,1Yr,Intel Proshare,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST PRICE* Premier,1Yr,Intel Proshare,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for o	other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07* Premier Plus,1Yr,4000ZX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE* PremierPlus 2 Day,1Yr,4000ZX,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE* Premier,1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc1-15-07 LIST PRICE* PartnerPremierOutWar,1Yr,4000ZX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc1-15-07 PartnerPremierPlus,1Yr,Intel Proshare,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs to Partner, Swups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST Premier Plus,1Yr,Intel Proshare,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST Price Premier Plus,1Yr,Intel Proshare,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST Price Premier Plus,1Yr,Intel Proshare,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life		PartnerPremierPlus 2 Day,1Yr,4000ZX,2ndBusiness Day Parts&Labor,Telephone		
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SC-12-DT2-P Support during Business Hrs, Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST PRICE PartnerPremierOutWar,1Yr,Intel Proshare,Parts shipped premium on day of call,Tel Tech Support during Business Hrs to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales8-1-00, End of Life \$75	SC-12-DT2-P Support during Business Hrs, Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 8-1-00, End of Life Service 8-1-05 LIST PRICE PartnerPremierOutWar,1Yr,Intel Proshare,Parts shipped premium on day of call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Support during Business Hrs to Partner SWupgrades(prices for call Tol Took Swupgrades(prices for call Tol T				
PRICE Partner/PremierOutWar,1Yr,Intel Proshare, Parts shipped premium on day of call,Tel Tech Support during Business Hrs to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales8-1-00, End of Life \$75\$	PRICE PartnerPremierOutWar,1Yr,Intel Proshare,Parts shipped premium on day of call Tot Took Support during Business Has to Partner SWupe Swu	SC-12-DT2-P	Support during Business Hrs, Software ups&upgrades(prices for other than 1yr to	\$225	3%
SPPOW-12-DT2-P call, Tel Tech Support during Business Hrs to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales8-1-00, End of Life \$75\$	call Tol Toch Support during Rusinges Hrs to Partner SWupe Supgrades (prices for				
other than 1 yr to be prorated accordingly)End of Life Sales8-1-00, End of Life					
Service8-1-05	other than 1 yr to be prorated accordingly)End of Life Sales8-1-00, End of Life	SPPOW-12-DT2-P	other than 1 yr to be prorated accordingly)End of Life Sales8-1-00, End of Life	\$75	3%
	Service8-1-05		Service8-1-05		

		Polycom	North American	Price List - Generated on 02-MAR-2004_08	:36:21
POLYCOM	MPC-12-TS-P	PartnerPremier Plus,1Yr,TeamStation,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$900	3%	
POLYCOM	MPCB-12-TS-P	PartnerPremierPlus 2Day,1Yr,TeamStation,2nd Business Day Parts&Labor,TelephoneTech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 *	\$720	3%	
POLYCOM	PC-12-TS-P	Premier Plus, 11r, TeamStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$1,200	3%	
OLYCOM	PCB-12-TS-P	PremierPlus 2 Day,1Yr,TeamStation,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05 LIST PRICE*	\$960	3%	
OLYCOM	SC-12-TS-P	Premier,1Yr,TeamStation,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 12-31-05)	\$800	3%	
OLYCOM OLYCOM	SPPOW-12-TS-P	PartnerPremierOutWar,1Yr,TeamStation,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 12-31-05	\$500	3%	
OLYCOM _					
OLYCOM _					
OLYCOM	MPC-12-680-P	Partner Premier Plus1Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$565	3%	
DLYCOM	MPC-36-680-P	Partner Premier Plus3Yr, iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,SWupdates&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales Date12-31-03, End of Life Service Date12-31-08 *	\$1,270	3%	
DLYCOM	PC-12-680-P	PremierPlus1Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support During Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Service 12-31-08 LIST PRICE*	\$750	3%	
DLYCOM	PC-36-680-P	PremierPlus3Yr,iPwr 600 Series,Next Business Day Parts&Labor,Tel Tech Support to Partner During Bus Hrs,Software ups&upgrades(prices for other than 3yr to be prorated accordingly) End of Life Sales 12-31-03, End of Life Service 12- 31-08 LIST PRICE*	\$1,795	3%	
OLYCOM	PCB-12-680-P	PremierPlus2 Day,1Yr,iPwr600 Series,2nd Bus.Day Parts&Labor,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03, End of Life Svc 12-31-08 LIST PRICE*	\$600	3%	
DLYCOM	SC-12-680-P	Premier1Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs, SWups&upgrades(prices for other than 1yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$500	3%	
DLYCOM	SC-36-680-P	Premier3Yr, iPwr600Series,Parts shipped premium on day of call,Tel Tech Support During Bus Hrs to Partner,SWups&upgrades(prices for other than 3yr to be prorated accordingly)End of Life Sales 12-31-03,End of Life Svc 12-31-08 LIST PRICE	\$1,200	3%	
OLYCOM	SPP-36-600-P	PartnrPremier,3Yr,iPwr600Ser.,Qualified SvcPartners only,Parts shipped premium on day of call,TelTech Support During BusHrs to Partner,SWups&upgrades(prices other than3yr to be prorated accordingly)End of Sales 12-31-03,End of Svc 12-31-08	\$720	3%	
OLYCOM	SPPOW-12-680-P	PartnerPremier,Out of Warranty 1Yr,iPwr600Ser.,Qual SvcPrtnrs only,Parts shipped premium on day of call,TelTech Supp. During BusHrs to Partner,SwUp&upgrade(prices other than1yr to be prorated accordingly)End of Sales 12-31-03,End of Svc 12-31-08	\$300	3%	
OLYCOM _					
OLYCOM OLYCOM					
DLYCOM	MPC-12-960-P	Partner/Premier Plus 1 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,045	3%	
DLYCOM	MPC-12-970-P	PartnerPremier Plus 1 Yr i Power 970, Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,495	3%	
DLYCOM	MPC-36-960-P	PartnerPremier Plus 3 Yr iPower 960,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$2,345	3%	
OLYCOM	MPC-36-970-P	PartnerPremier Plus 3 Yr iPower 970,Next Business Day Parts & Labor, Telephone Tech Support to Partner During Business Hours,Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$3,350	3%	
OLYCOM	MPCB-12-960-P	PartnerPremier Plus 2 Day 1Yr iPower 960,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$876	3%	

		Polycon	n North America	an Price List - Generated on 02-MAR-2004_08	3:36:2
POLYCOM	MPCB-12-970-P	PartnerPremier Plus 2 Day 1Yr iPower 970,2nd Business Day Parts & Labor, Telephone Tech Support During Business Hours,Software ups&upgrades(prices for other than 1yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 *	\$1,275	3%	
POLYCOM	PC-12-960-P	Premier Plus 1 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,395	3%	
OLYCOM	PC-12-970-P	Premier Plus 1 Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,995	3%	
DLYCOM	PC-36-960-P	Premier Plus 3 Yr iPower 960, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$3,350	3%	
LYCOM	PC-36-970-P	Premier Plus 3Yr iPower 970, Next Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$4,790	3%	
Voor	PCB-12-960-P	PremierPlus 2 Day 1 Yr iPower 960,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,095	3%	
LYCOM	PCB-12-970-P	PremierPlus 2 Day 1 Yr iPower 970,2nd Business Day Parts & Labor, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE*	\$1,595	3%	
LYCOM	SC-12-960-P	Premier 1 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$795	3%	
LYCOM	SC-12-970-P	Premier 1 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,095	3%	
YCOM	SC-36-960-P	Premier 3 Yr iPower 960, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3 yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$1,910	3%	
YCOM	SC-36-970-P	Premier 3 Yr iPower 970, Parts shipped premium on day of call, Telephone Technical Support During Business Hours, Software ups&upgrades(prices for other than 3yr to be prorated accordingly)Announced End of Sales 3-1-03, EOL Service 3-1-08 LIST PRICE	\$2,630	3%	
_YCOM	SPPOW-12-960-P	PartnerPremier,OutofWarranty, iPwr 980,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales 3-1-03, EOL Service3-1-08	\$500	3%	
LYCOM	SPPOW-12-970-P	PartnerPremier,OutofWarranty, iPwr 970,1Yr,Qualified Svc Partner Only,Parts shipped premium on day of call, Tech Phone Support to Partner,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales 3-1-03, EOL Service3-1-08	\$700	3%	
LYCOM					
LYCOM					
LYCOM	PC-12-DT-P	Premier+,1Yr,Live50,100,200,LiveLAN,Next Bus.Day Parts&Labor,Tel Tech Support during Business Hrs, SWups&upgrades(prices other than 1yr to be prorated accordingly)End of Life Sales11-1-98,Available on per Service Quote Basis Only LIST PRICE*	\$375	3%	
LYCOM	SC-12-DT-P	Premier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,Tel Tech Support during Business Hrs, SWups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales 11-1-98, Available on a per Service Quote Basis Only LIST PRICE	\$225	3%	
LYCOM	SPPOW-12-DT-P	PartnerPremier,1Yr,Live 50,100,200,LiveLAN,Parts shipped premium day of call,TelTech Supp to Partner during Bus Hrs, SWupdtes&upgrdes(prices other than 1 yr to be prorated accordingly)End of Life Sales11-1-98, Available on a per Service Quote Basis Only	\$75	3%	
LYCOM					
LYCOM		PremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor, Tel Tech Support			
_YCOM	BC-12-SS-P	during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EndOfLife-SS 5-1-04,760 11-30-06)LIST PRICE* PartnerPremierPlus2Day,1Yr,SwiftSite,760,2nd Bus Day Parts&Labor,Tel Tech	\$520	3%	
LYCOM	MBC-12-SS-P	Support during to partner Bus Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 * PartnerPremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech	\$390	3%	
DLYCOM	MPC-12-SS-P	Support to Partner during Bus Hrs,SW ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 *	\$490	3%	
LYCOM	PC-12-SS-P	PremierPlus,1Yr,SwiftSite,760,NextBus Day Parts&Labor,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$650	3%	

SC-12-SS-P	Premier,1Yr,SwiftSite,760,Parts shipped premium day of call,Telephone Tech Support during Business Hrs,SoftWare ups&upgrades(prices other than 1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$425	3%
SPPOW-12-SS-P	PartnerPremier,1Yr,SwiftSite,760,Parts shipped premium day of call,Tel Tech Supp to Partner during Bus Hrs,SW ups&upgrades(prices other than1 yr to be prorated accordingly)End of Life Sales SS 5-1-99,760 11-30-01, EOL-SS 5-1-04,760 11-30-06 LIST PRICE *	\$225	3%
MPC-12-S4E-P	PartnerPremierPlus,1Yr,4000&E,Next Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$3,600	3%
MPCB-12-S4E-P	PartnerPremierPlus2Day,1Yr,4000&E,2nd Business Day Parts&Labor,Tel Tech Support to Partner during Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote*	\$2,880	3%
PC-12-S4E-P	Premier Plus,1Yr,4000&E,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote) LIST PRICE*	\$4,800	3%
PCB-12-S4E-P	PremierPlus 2 Day,1Yr,4000&E,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-1-95, EOL-Svc by Quote LIST PRICE*	\$3,840	3%
SC-12-S4E-P	Premier,1Yr,4000&E,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 9-1-95, EOL-Svc by Quote, LIST PRICE	\$2,400	3%
SPPOW-12-S4E-P	PartnerPremier,1Yr,4000&E,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales I-1-95, EOL-Svc by Quote	\$1,680	3%
	10000		
MPC-12-S4EX-P	PartnerPremier Plus,1Yr,4000EX,Next Business Day Parts&Labor,Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote *	\$3,150	3%
MPCB-12-S4EX-P	PartnerPremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 9-1-95, EOL-Svc by Quote) *	\$2,520	3%
PC-12-S4EX-P	Premier Plus,1Yr,4000EX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$4,200	3%
PCB-12-S4EX-P	PremierPlus 2 Day,1Yr,4000EX,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE*	\$3,360	3%
SC-12-S4EX-P	Premier,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95, EOL-Svc by Quote LIST PRICE	\$2,100	3%
SPPOW-12-S4EX-P	Partner PremierOutWar,1Yr,4000EX,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 9-1-95. EOL-Svc by Quote	\$1,470	3%
MPC-12-S2-P	PartnerPremier Plus, 1Yr, Venue2000, Next Business Day Parts&Labor, Telephone Tech Support during to Partner Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,325	3%
MPCB-12-S2-P	PartnerPremierPlus 2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 1-15-02, EOL-Svc 1-15-07 *	\$1,060	3%
PC-12-S2-P	Premier Plus,1Yr,Venue2000,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE*	\$1,762	3%
PCB-12-S2-P	PremierPlus2 Day,1Yr,Venue2000,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07 LIST PRICE*	\$1,410	3%
SC-12-S2-P	Premier,1Yr,Venue2000,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07	\$881	3%
	MPC-12-S4E-P MPCB-12-S4E-P PC-12-S4E-P SC-12-S4E-P SPPOW-12-S4E-P MPC-12-S4EX-P MPCB-12-S4EX-P PCB-12-S4EX-P SC-12-S4EX-P MPCB-12-S4EX-P PCB-12-S4EX-P PCB-12-S4EX-P	SC-12-88-P Support during Business Hrs, Software upskupgrades(prices other than 1 yr to be prorated accordingly) find of Life Sales SS 1-97,80 (11-30-0) E.D. SS 5-1-0,476 (11-30-0) E.D. SS 5-1-0,47	SC-12-SS-P Support during Business Hs, SoftWare upsAugrades(prices other than 1 yr to be prorated accordingly)End of Lise Sales SS-1-9-30, 11-30-01, ELIS-SS-1-1-0, 47/2011-30-06, LIST PRICE* SPPOW-12-SS-P PARTINE Price

POLYCOM	SPPOW-12-S2-P	PartnerPremierOutWar,1Yr,Venue2000,Parts shipped premium on day of call,Tel Tech Support during Business Hrs to partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-15-02, EOL-Svc 1-15-07	\$600	3%	
POLYCOM					
POLYCOM POLYCOM	PART NUMBER	<u>Description</u>	LIST PRICE	Disc	
POLYCOM		Product Family Section Legend - Server Products Maintenance Service		_	
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POLYCOM	MPC-12-MT-P	PartnerPremier Plus,1Yr,Montage570A&B,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 * PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,2nd Business Day Parts&Labor,	\$8,625	3%	
POLYCOM	MPCB-12-MT-P	Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$6,900	3%	
POLYCOM	PC-12-MT-P	Premier Plus,1Yr,Montage 570A&B,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 8-31-01, EOLSvc 2-6- 03) LIST PRICE*	\$11,500	3%	
POLYCOM	PCB-12-MT-P	PremierPlus 2 Day,1Yr,Montage 570A&B,Second Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$9,200	3%	
POLYCOM	SC-12-MT-P	Premier,1Yr,Montage 570A&B,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,750	3%	
POLYCOM	SPPOW-12-MT-P	PartnerPremierOutWar,1Yr,Montage 570A&B,Parts shipped premium on day of call, Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03	\$4,370	3%	
POLYCOM					
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POLYCOM		PartnerPremier Plus,1Yr,Montage570A&B,T120orCP,Next Bus Day			
POLYCOM	MPC-12-MT1-P	Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 * PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,T120orCP,2nd Business Day	\$9,919	3%	
POLYCOM	MPCB-12-MT1-P	Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$7,935	3%	
POLYCOM	PC-12-MT1-P	Premier Plus,1Yr,Montage 570A&B,T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6- 03 LIST PRICE*	\$13,225	3%	
POLYCOM	PCB-12-MT1-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120orCP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,580	3%	
POLYCOM	SC-12-MT1-P	Premier,1Yr,Montage 570A&B,T120orCP,Next Business Day Parts, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$6,613	3%	
POLYCOM	SPPOW-12-MT1-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120orCP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03	\$5,681	3%	
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POLYCOM POLYCOM					
POLICOW		PartnerPremier Plus,1Yr,Montage570A&B,T120&CP,Next Business Day			
POLYCOM	MPC-12-MT2-P	Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc2-6-03 *	\$11,213	3%	
POLYCOM	MPCB-12-MT2-P	PartnerPremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor,Telephone Tech Support to Partner during Bus Hrs,Software ups&upgrades(prices for other than 1yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$8,970	3%	
POLYCOM	PC-12-MT2-P	Premier Plus,1Yr,Montage 570A&B,T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6- 03 LIST PRICE*	\$14,950	3%	
POLYCOM	PCB-12-MT2-P	PremierPlus 2 Day,1Yr,Montage 570A&B,T120&CP,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$11,960	3%	

POLYCOM	SC-12-MT2-P	Premier,1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$7,475	3%
POLYCOM	SPPOW-12-MT2-P	PartnerPremier,OutWarr1Yr,Montage 570A&B,T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03	\$6,425	3%
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OLYCOM	MPC-12-240GW-P	Partner Premier Plus,1Yr,240GW,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05) *	\$2,250	3%
OLYCOM	MPCB-12-240GW-P	Partner PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05*	\$1,800	3%
OLYCOM	PC-12-240GW-P	Premier Plus,1Yr,240GW,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$3,000	3%
OLYCOM	PCB-12-240GW-P	PremierPlus 2 Day,1Yr,240GW,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE*	\$2,400	3%
OLYCOM	SC-12-240GW-P	Premier,1Yr,240GW,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05 LIST PRICE	\$1,500	3%
OLYCOM	SPPOW-12-240GW-P	PartnerPremier,OutWarr1Yr,240GW,Next Business Day Parts, Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-28-00, EOLSvc 8-28-05	\$960	3%

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LYCOM	MPC-12-PP-P	Partner Premier Plus,1Yr,PRISM 4 Site,Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01. EOLSvc 2-6-03 *	\$2,588	3%
LYCOM	MPCB-12-PP-P	PartnerPremierPlus 2 Day, 1Yr, PRISM 4 Site, 2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$2,070	3%
LYCOM	PC-12-PP-P	Premier Plus, 1Yr, PRISM 4 Site, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$3,450	3%
YCOM	PCB-12-PP-P	PremierPlus 2 Day,1Yr,PRISM 4 Site,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$2,760	3%
YCOM	SC-12-PP-P	Premier,1Yr,PRISM 4 Site,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$1,725	3%
LYCOM LYCOM	SPPOW-12-PP-P	Partner Premier,OutWarr1Yr,PRISM 4 Site,Parts shipped premium on day of call,Telephone Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,104	3%
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LYCOM	MPC-12-PP1-P	Partner Premier Plus,1Yr,Prism 4 Site, T120orCP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03*	\$3,881	3%
LYCOM	MPCB-12-PP1-P	PartnerPremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$3,105	3%
LYCOM	PC-12-PP1-P	Premier Plus,1Yr,Prism 4 Site, T120orCP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,175	3%
LYCOM	PCB-12-PP1-P	PremierPlus 2 Day,1Yr,Prism 4 Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$4,140	3%
LYCOM	SC-12-PP1-P	Premier,1Yr,Prism 4 Site, T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$2,588	3%
LYCOM	SPPOW-12-PP1-P	Partner Premier, OutWarr1Yr, Prism 4 Site, T120orCP, Parts shipped premium on day of call, Tel Tech Support during BusHrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%
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LYCOM				
LYCOM	MPC-12-PP2-P	Partner Premier Plus,1Yr,Prism 8or4 Site, T120&CP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%
LYCOM	MPCB-12-PP2-P	PartnerPremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01. EOLSvc 2-6-03 *	\$4,140	3%
_YCOM	PC-12-PP2-P	Premier Plus,1Yr,Prism8or4Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%
YCOM	PCB-12-PP2-P	PremierPlus 2 Day,1Yr,Prism8or4Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$5,520	3%
LYCOM	SC-12-PP2-P	Premier,1Yr,Prism8or4Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$3,450	3%
LYCOM	SPPOW-12-PP2-P	Partner Premier,OutWarr1Yr,Prism8or4Site, T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%
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POLYCOM	MPC-12-PP3-P	Partner Premier Plus,1Yr,Prism 8 Site, T120orCP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,469	3%	
POLYCOM	MPCB-12-PP3-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software upsaupgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$5,175	3%	
POLYCOM	PC-12-PP3-P	Premier Plus, 1Yr, Prism8Site, T120orCP, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,625	3%	
POLYCOM	PCB-12-PP3-P	PremierPlus 2 Day,1Yr,Prism8Site, T120orCP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$6,900	3%	
POLYCOM	SC-12-PP3-P	Premier,1Yr,Prism8Site,T120orCP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$4,313	3%	
POLYCOM	SPPOW-12-PP3-P	Partner Premier,OutWarr1Yr,Prism8Site, T120orCP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$1,840	3%	
POLYCOM					
POLYCOM					
POLYCOM	MPC-12-PP4-P	Partner Premier Plus,1Yr,Prism 8 Site, T120&CP,Next Business Day Parts&Labor, TelTech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$7,763	3%	
POLYCOM	MPCB-12-PP4-P	PartnerPremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support to partner during Bus Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01, EOLSvc 2-6-03 *	\$6,210	3%	
POLYCOM	PC-12-PP4-P	Premier Plus,1Yr,Prism8Site, T120&CP,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$10,350	3%	
POLYCOM	PCB-12-PP4-P	PremierPlus 2 Day,1Yr,Prism8Site, T120&CP,2nd Business Day Parts&Labor, Tel Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Lif6 Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE*	\$8,280	3%	
POLYCOM	SC-12-PP4-P	Premier,1Yr,Prism8Site,T120&CP,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 8-31-01, EOLSvc 2-6-03 LIST PRICE	\$5,175	3%	
POLYCOM	SPPOW-12-PP4-P	Partner Premier,OutWarr1Yr,Prism8Site, T120&CP,Parts shipped premium on day of call,Tel Tech Support during Bus Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 8-31-01 EOLSvc 2-6-03	\$2,300	3%	
POLYCOM					
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POLYCOM		PartnerPremier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor,			
POLYCOM	MPC-12-BRI-P	Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 * PartnerPremierPlus 2 Day,1Yr,RadvisionBRI,Second Business Day Parts&Labor,	\$828	3%	
POLYCOM	MPCB-12-BRI-P	Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 * Premier Plus,1Yr,RadvisionBRI,Next Business Day Parts&Labor, Telephone Tech	\$660	3%	
POLYCOM	PC-12-BRI-P	Support during Business Hours, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE* PremierPlus 2 Day, 1Yr, RadvisionBRI, 2nd Business Day Parts&Labor, Telephone	\$1,035	3%	
POLYCOM	PCB-12-BRI-P	Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$825	3%	
POLYCOM	SC-12-BRI-P	Premier,1Yr,RadvisionBRI,Parts shipped premium on day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of 7ife Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$575	3%	
POLYCOM	SPPOW-12-BRI-P	Partner Premier, OutWarr1Yr, RadvisionBRI, Parts shipped premium on day of call, Telephone Tech Support during Business Hrs to Partner, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of 7ife Sales 1-1-02, EOLSvc 1-1-07	\$375	3%	
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POLYCOM	MPC-12-PRI-P	PartnerPremier Plus,1Yr,RadvisionPRI,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1-1-07 *	\$2,400	3%	

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POLYCOM	MPCB-12-PRI-P	Partner PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor,Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07*	\$1,920	3%
OLYCOM	PC-12-PRI-P	Premier Plus,1Yr,RadvisionPRI,Next Business Day Parts&Labor, Telephone Tech Support during Business Hours,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)(Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$3,000	3%
OLYCOM	PCB-12-PRI-P	PremierPlus 2 Day,1Yr,RadvisionPRI,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE*	\$2,400	3%
DLYCOM	SC-12-PRI-P	Premier,1Yr,RadvisionPRI,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 1-1-02, EOLSvc 1-1-07 LIST PRICE	\$1,500	3%
LYCOM	SPPOW-12-PRI-P	Partner Premier,OutWarr1Yr,RadvisionPRI,Parts shipped premium on day of call, Tel Tech Support during Business Hrs to Partner,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 1-1-02, EOLSvc 1- 1-07	\$1,080	3%
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LYCOM	HD-12-DT-P	Help Desk, 1 Yr, Live Manager, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 8-31-01, EOLSvc 8-31-06, LIST PRICE)	\$175	3%
DLYCOM	HD-12-NC-P	Help Desk, 1 Yr, Pictel 330, 8 Port, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 12-1-01, EOLSvc 12-1-06, LIST PRICE	\$1,000	3%
LYCOM	HD-12-NC24-P	Help Desk, 1 Yr, Pictel 330, 24 Port, TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced End of Life Sales 7-1-01, EOLSvc 7-1-06, LIST PRICE	\$1,250	None
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DLYCOM	HD-12-FVC10-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,10Port, TelephoneTech Support during Business Hrs, Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$2,475	3%
DLYCOM	HD-12-FVC25-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,25Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades (prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$4,400	3%
DLYCOM	HD-12-FVC50-P	HelpDesk,1Yr,FirstVirtualConferenceSoftware,50Port,Unlimited TelephoneTech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07, LIST PRICE	\$6,875	3%
DLYCOM	HD-12-FVCOP-P	HelpDesk,1Yr,FVC Software Options,Add On to Maint Svc,ContinousPresence or StreamMedia,Tel Tech Support during Bus Hrs,Software ups&upgrades(prices for other than 1 yr prorated accordingly) Announced EndofLife Sales10-31-02 EOLSvc10-31-07. LIST PRICE	\$1,375	3%

PART NUMBER	<u>Description</u>	LIST PRICE	Disc
	Product Family Section Legend - Collaboration Tools Maintenance Service		
	* Refer to Service Policies Tab for service availability and price uplifts applicable in	some countries	
	PartnerPremierPlus,1Yr,Fuj42 inFlatPanel,Next Business Day Parts&Labor,		
MPC-12-ADD5-P	Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales12-31-00 EOLSvc12-31-05 *	\$1,315	3%
	Partner PremierPlus 2 Day,1Yr,Fuj42 inFlatPanel,2nd Business Day Parts&Labor,TelephoneTechSupport to partner during Business Hrs,		
MPCB-12-ADD5-F	Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales12-31-00 EOLSvc12-31-05 *	\$1,050	3%
PC-12-ADD5-P	Premier Plus,1Yr,Fuj42 inFlatPanel,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for	¢1 750	3%
PC-12-ADD5-P	other than 1 yr to be prorated accordingly) End of Life Sales12-31-00 EOLSvc12- 31-05, LIST PRICE*	\$1,750	3%
DOD 40 ADDE D	PremierPlus 2 Day,1Yr,Fuj42 inFlatPanel,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for	C4 400	00/
PCB-12-ADD5-P	other than 1 yr to be prorated accordingly)Announced End of Life Sales12-31- 00EOLSvc12-31-05,LIST PRICE*	\$1,400	3%
SC-12-ADD5-P	Premier,1Yr,Fuj42 inFlatPanel,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to	¢075	20/
SC-12-ADD5-P	be prorated accordingly)Announced End of Life Sales12-31-00 EOLSvc12-31- 05,LIST PRICE	\$875	3%
	Partner Premier,OutWar1Yr, Fuj42 inFlatPanel,Parts shipped premium day of call,TelephoneTechSupport to partner during Business		
SPPOW-12-ADD5-	Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated	\$875	3%
	accordingly)EndofLife Sales12-31-00 EOLSvc12-31-05		
MPC-12-GBD-P	Partner Premier Plus,1Yr,GroupBoard,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04 *	\$825	3%
	Partner PremierPlus 2 Day,1Yr,GroupBoard,2ndBusiness Day Parts&Labor,TelephoneTech Support to partner during Business Hrs,		
MPCB-12-GBD-P	Softwareups&upgrades(prices for other than 1 yr to be prorated	\$660	3%
	accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04 * Premier Plus,1Yr,GroupBoard,Next Business Day Parts&Labor, Telephone Tech		
PC-12-GBD-P	Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04, LIST PRICE *	\$1,100	3%
	PremierPlus 2 Day,1Yr,GroupBoard,2nd Business Day Parts&Labor, Telephone		
PCB-12-GBD-P	Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04, LIST PRICE*	\$880	3%
	Premier,1Yr,GroupBoardl,Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to		
SC-12-GBD-P	be prorated accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04, LIST PRICE	\$550	3%
	Partner Premier,OutWar1Yr, GroupBoard,Parts shipped premium day of call,TelephoneTech Support to partner during Business		
SPPOW-12-GBD-	Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated	\$850	3%
	accordingly)Announced End of Life Sales8-1-99 EOLSvc8-1-04		
	Dertoer Dramier Dive IElieghert Neyt Dusiness Day Destablisher Telesters Took		
MPC-12-ADD1-P	Partner Premier Plus, Flipchart, Next Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Announced EndofLife Sales 8-31-02 EOLSvc8-	\$260	3%
	31-07 * Partner PremierPlus 2 Day,1Yr,IFlipchart,2nd Business Day Parts&Labor,		
MPCB-12-ADD1-F	TelephoneTechSupport to partner during Business Hrs,	\$210	3%
22 .2	Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07 *		
	Premier Plus,1Yr,IFlipchart,Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for		
PC-12-ADD1-P	other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02	\$350	3%
	EOLSvc8-31-07, LIST PRICE* PremierPlus 2 Day,1Yr,IFlipchart,2nd Business Day Parts&Labor, Telephone Tech		
PCB-12-ADD1-P	Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07, LIST PRICE*	\$280	3%
	Premier,1Yr,IFlipchart,Parts shipped premium day of call, Telephone Tech Support		
	during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be		

POLYCOM	POLYCOM POLYCOM	SPPOW-12-ADD1-P	Partner Premier,OutWar1Yr, IFlipchart,Parts shipped premium day of call, TelephoneTech Support to partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07	\$110	3%	
POLYCOM POTEST	•					
POLYCOM		MPC-12-ADD2-P	TelephoneTech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07 *	\$350	3%	
PC-12-A002 PC-12-A002 Telephona Technique or during Business Hrs. Software upskupgradespines for the first 1 in the provision Scordingly/Amounced Excordingly/Amounced Exco	POLYCOM	MPCB-12-ADD2-P	Parts&Labor,TelephoneTechSupport to partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly)	\$275	3%	
POLYCOM	POLYCOM	PC-12-ADD2-P	TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02	\$500	3%	
POLYCOM	POLYCOM	PCB-12-ADD2-P	Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02	\$400	3%	
SPOW-12-AD02-p Call, Telephone Fact-Support to partner during Business S170 3%	POLYCOM	SC-12-ADD2-P	Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced EndofLife Sales 8-31-02 EOLSvc8-31-07,	\$250	3%	
POLYCOM POLYCOM Polycom Partiner Premier Plus, 1Yr, T1 IMUX. Next Business Day Parts&Labor, Telephone Tech Support to partiner during Business Hrs. Software ups&upgrades(prices for other than 1 yr to be proristed accordingly). Amounced End of Life States 4-1-01, S865 3%		SPPOW-12-ADD2-P	call, TelephoneTechSupport to partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated	\$170	3%	
Partier Premier Plans (Ph. 17, 11 MLX Next Business Day Partis&Labor, Telephone Tech Support to partner during Business Hs, Software up-8augrades(prices for other than 1 y to be prorised accordingly) Announced End of Life Sales 4-1-01, EOLS/vol-1-06, Partner Premier Plans 2 Day, 17, 11 MLX 2nd Business Day Partis&Labor, Telephone Tech Support to partner during Business Plans Software Ups Announced Plans (Ph. 17, 17, 11 MLX) Announced End of Life Sales 4-1-01, EOLS/vol-1-06, Permier Plans 1, EOLS/vol-1-06, Permier Plans 1, 17, 11 MLX 2nd Business Day Partis&Labor, Telephone Tech Support during Business Hrs. Software ups Rupardes(prices for other than 1 y to be prorised accordingly) Announced End of Life Sales 4-1-01, EOLS/vol-4-1-06, LIST PRICE PCI-12-IMX2-P Premier Plans 2 Day, 17, 17 I IMUX 2nd Business Day Partis&Labor, Telephone Tech Support during Business Hrs. Software ups Rupardes(prices for other than 1 y to be prorised accordingly) Announced End of Life Sales 4-1-01, EUS+4-1-06, LIST PRICE PCI-12-IMX2-P Premier Plans 2 Day, 17, 17 I IMUX 2nd Business Day Partis&Labor, Telephone Tech Support during Business Hrs. Software ups Rupardes(prices for other than 1 y to be prorised accordingly) Announced End of Life Sales 4-1-01, EUS+4-1-06, LIST PRICE PCI-12-IMX2-P Premier Number 1, 17, 17, 17, 17, 17, 17, 17, 17, 17,	•					
Particle Premier Plus 2 Day, 1Yr, 11 MUX 2nd Business Day Partis&Labor, Telephone Tech Support to partine during Business His, 50thware ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life Sales 4-1-01, EOLS;vd-1-06 be prorated accordingly) End of Life Sales 4-1-01, EOLS;vd-1-06 be prorated accordingly) End of Life Sales 4-1-01, EOLS;vd-1-06 be prorated accordingly) Amounced End of Life Sales 4-1-01, EOLS;vd-1-06 LiST PRICE* PCB-12-IMX2-P Premier, 1/Yr, 1/I MUX/ And Business Day Partis&Labor, Telephone Tech Support during Business His, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Amounced End of Life Sales 4-1-01, EOLS;vd-1-06, LIST PRICE: PCB-12-IMX2-P Premier, 1/Yr, 1/I MUX/ Partis Shipped premium day of call. Telephone Tech Support during Business His, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) Amounced End of Life Sales 4-1-01, EOLS;vd-1-06, LIST PRICE: PCB-12-IMX2-P Premier, 1/Yr, 1/XYR, HinkiMUX, 210-35Adpt, Next Bus Day Partis&Labor, 1/E Partice/Premiers, 1/Yr, 1/XYR, HinkiMUX, 210-35Adpt, Next Bus Day Partis&Labor, 1/E Partice/Premiers, 1/Yr, 1/XYR, 1/E PARTIS, 1/E PARTI		MPC-12-IMX2-P	Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01,	\$865	3%	
PC-12-IMX2-P PC-1		MPCB-12-IMX2-P	Partner PremierPlus 2 Day,1Yr,T1 IMUX 2nd Business Day Parts&Labor, Telephone Tech Support to partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Life	\$690	3%	
PCB-12-IMX2-P PremierPlus 2 Day,17v.T1 MUX_2nd Business Day Parts&Labor, Telephone Tech		PC-12-IMX2-P	Premier Plus,1Yr,T1 IMUX,Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06 LIST	\$1,150	3%	
SC-12-IMX-P Potential Business Hrs, Software ups&upgrades(prices for other than 1 yr to be protected accordingly) Announced End of Life Sales 4-1-01, EOLSvc 4-1-06), LIST PRICE Partner/Premier+,1Yr,VSX,HthrkIMUX.210-35Adpt,Next Bus Day Parts&Labor.TelTech Sup to Prd during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be prorated) End of Life SalesVSX4-1-01Hilk-3-1-01,210-35,12-31-01 \$320 3%	POLYCOM	PCB-12-IMX2-P	Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06,	\$920	3%	
PartSk1abor,TelTech Sup to Prt during Bus Hrs,SW. Upd&Upgds(prices other than 1 pt to be prorated) End of Life Sales/SX4-1-0HHilk8-31-01,210-35,12-31-01	POLYCOM	SC-12-IMX2-P	during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)Announced End of Life Sales 4-1-01, EOLSvc 4-1-06), LIST	\$575	3%	
POLYCOM POLYCOM PartPremier+1Yr,VSX,HotlinkIMUX,210-35Adpt,Next Bus Day Parts&Labor,Tel Tech Sppt during Bus Hrs,SW Upd&Upgrignices for other than1ry prorated accordinglyEndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06* PartnerPremier+2Day,Ty,VSX,HithkIMUX210-235Adpt,2nd Bus Day Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 PC-12-IMX-P		SPPOW-12-IMX2-P	Parts&Labor,TeITech Sup to Prt during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01	\$320	3%	
PartPremier+1Yr,VSX,HotlinkIMUX,210-35Adpt,Next Bus Day Parts&Labor,Tel Tech Sppt during Bus Hrs,SW Upd&Upgr(prices for other than1yr prorated accordingly)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-09Htlk8-31-06,210-35 12-31-06*	•					
POLYCOM						
POLYCOM POLYCOM Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01	POLYCOM	MPC-12-IMX-P	Tech Sppt during Bus Hrs,SW Upd&Upgr(prices for other than1yr prorated accordingly)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX	\$263	3%	
PC-12-IMX-P	POLYCOM	MPCB-12-IMX-P	Parts&Labor,Tel Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01	\$210	3%	
PCB-12-IMX-P	POLYCOM	PC-12-IMX-P	Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-	\$350	3%	
SC-12-IMX-P	POLYCOM	PCB-12-IMX-P	Tech Sup during Bus Hrs,SW. Upd&Upgds(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$280	3%	
SPPOW-12-IMX-P dayofcall, Tel TechSup during BusHrs toPartner,SWUpds&Upgd(prices other than1 yr prorated)EndofLife SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 \$150	POLYCOM	SC-12-IMX-P	TelTech Supp during Bus Hrs,SW Upd&Upgds(prices other than 1 yr to be prorated)End of Life SalesVSX4-1-01Htlk8-31-01,210-35,12-31-01 EOLSvcVSX 4-1-06Htlk8-31-06,210-35 12-31-06 LIST PRICE*	\$175	3%	
	POLYCOM	SPPOW-12-IMX-P	dayofcall, Tel TechSup during BusHrs toPartner,SWUpds&Upgd(prices other	\$150	3%	

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DLYCOM				
LYCOM		 		
	MPC-12-ADD3-P	PartnerPremier Plus,1Yr,IBoardwProjector,Next Business Day Parts&Labor, Telephone Tech Support to Partner during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife	\$920	3%
OLYCOM	MPCB-12-ADD3-P	Sales 8-31-02 EOLSvc8-31-07 * Partner PremierPlus 2 Day,1Yr,IBoardwProjector,2nd Business Day Parts&Labor, TelephoneTechSupport to Partner during Business Hrs, Softwareups&upgrades(prices for other than 1 yr to be prorated	\$730	3%
OLYCOM	PC-12-ADD3-P	accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 * Premier Plus,1Yr,IBoardwProjector, Next Business Day Parts&Labor, TelephoneTechSupport during Business Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07	\$1,225	3%
DLYCOM	PCB-12-ADD3-P	LIST PRICE* PremierPlus 2 Day,1Yr,IBoard,wProjector,2nd Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) EndofLife Sales 8-31-02 EOLSvc8-31-02 LIST PRICE*	\$975	3%
DLYCOM	SC-12-ADD3-P	07 LIST PRICE* Premier,1Yr,IBoardwProjector, Parts shipped premium day of call, Telephone Tech Support during Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)EndofLife Sales 8-31-02 EOLSvc8-31-07 LIST PRICE	\$650	3%
DLYCOM	SPPOW-12-ADD3-P	Partner Premier,OutWar1Yr, IBoardwProjector,Parts shipped premium day of call, TelephoneTech Support to Partner during Business Hrs,Softwareups&upgrades(prices for other than 1 yr to be prorated accordingly) Endoft.ife Sales 8-31-02 EOLSvc8-31-07	\$425	3%
DLYCOM		1		
DLYCOM				
OLYCOM				
DLYCOM	BC-12-NEC50-P	PremierPlus 2 Day, 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs & Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$1,760	3%
OLYCOM	MBC-12-NEC50-P	Partner PremierPlus 2 Day 1 Year, 50" Flat Panel Display, 2nd Business Day Parts & Labor, Tel Tech Support to Partner During Bus Hrs,SWups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,320	3%
OLYCOM	MPC-12-NEC50-P	Partner Premier Plus 1 Year , 50" Flat Panel Display, Next Business Day Parts&Labor, Tel Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$1,485	3%
OLYCOM	MPC-36-NEC50-P	Partner Premier Plus 3Yr, 50" Flat Panel Display, Next Business Day Parts&Labor, Telephone Tech Support to Partner During Business Hrs, SW ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$3,675	3%
OLYCOM	PC-12-NEC50-P	Premier Plus 1 Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9- 30-08 LIST PRICE*	\$2,195	3%
OLYCOM	PC-36-NEC50-P	Premier Plus 3Yr, 50" Flat Panel Display, Next Business Day Parts & Labor, Telephone Tech Support During Business Hours & Software ups&upgrades(prices for other than 3 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$5,250	3%
OLYCOM	SC-12-NEC50-P	Premier 1 Yr, 50" Flat Panel Display, Parts shipped premium day of call, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$1,470	3%
POLYCOM	SPP-36-NEC50-P	Partner Premier,3Yr,50" Flat Panel , Qualified Service Partners only, Parts shipped premium day of call, tel tech support to Partner during bus hrs, SWups&upgrades(prices other than1yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$2,125	3%
OLYCOM	SPPOW-12-NEC50-P	Partner Premier OutofWarr1Yr ,50° Flat Panel, Qualified Svce Prtnr Only, Parts shipped premium day of call, Tel Tech Sppt to Partner during bus hrs,SWupds&upgds(prices other than 1 yr to be prorated accordingly)End of Sales Life9-30-03,SVC EOL9-30-08	\$880	3%
OLYCOM		T		<u> </u>
LYCOM				
LYCOM				
LYCOM	MPC-12-PROJ-P	Partner Premier Plus 1 Year, XGA Projector, Next Business Day Parts& Labor, Telephone Tech Support to Partner During Business Hrs, Software ups&upgrades(prices other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$600	3%
DLYCOM	MPCB-12-PROJ-P	Partner PremierPlus 2 Day 1Yr, XGA Projector, 2nd Business Day Parts & Labor, Telephone Tech Support to partner During Bus Hrs,Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 *	\$515	3%
OLYCOM	PC-12-PROJ-P	Premier Plus 1 Yr, XGA Projector, Next Business Day Parts & Labor, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$800	3%
OLYCOM	PCB-12-PROJ-P	PremierPlus 2 Day 1 Yr, XGA Projector, 2nd Business Day Parts & Labor, Tel Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE*	\$650	3%

POLYCOM		Premier 1Yr, XGA Projector, Parts shipped premium day of call, Telephone Tech Support During Business Hrs, Software ups&upgrades(prices for other than 1 yr to be prorated accordingly) End of Sales Life 9-30-03, SVC EOL 9-30-08 LIST PRICE	\$440	3%
POLYCOM		PartnerPremier,3 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner during bus hrs, SWups&upgrades(prices for other than 3 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$755	3%
POLYCOM	SPPOW-12-PROJ-P	PartnerPremier,1 Yr,XGA Projector,Qualified Svc Partners only,Parts shipped premium day of call,tel tech support to Partner, SWups&upgrades(prices for other than 1 yr to be prorated accordingly)End of Sales Life 9-30-03, SVC EOL 9-30-08	\$320	3%

NEW POLYCOM PRODUCTS RELEASED

DESCRIPTIONS ON TECH DOCUMENTS

NEW POLYCOM PRODUCTS

RELEASED SINCE RFP DUE DATE

WIRE ONE COMMUNCATIONS-JULY 2005

		T
Model	Part Number	Description
POLYCOM	5151-22019-001	PVX SINGLE USER (deskotp, laptop, software video conferencing
POLYCOM	5151-22019-002	PVX 200 USERS (deskotp, laptop, software video conferencing
POLYCOM	5151-22019-004	PVX 1000 USERS (deskotp, laptop, software video conferencing
POLYCOM	5151-22019-005	PVX 5000 USERS (deskotp, laptop, software video conferencing
POLYCOM	2200-21600-001	Polycom VSX 3000 IP Only Systems
POLYCOM	2200-21601-001	Polycom VSX 3000 IP ISDN
POLYCOM	5150-21297-001	Multipoint Software upgrade for VSX3000 Series
POLYCOM	TBD (12/10/04 RELEASE	Polycom VSX 6000 (IP Video Conferencing Unit)
POLYCOM	5150-22294-001	People+Content IP (VSX) IP People+Content IP Software Option License
POLYCOM	5150-22278-001	People+Content IP (V500) IP People+Content IP Software Option License
		VSX7800 BUNDLE VSX7000, 2 mics, Dual Monitor Support, Multipoint,
POLYCOM	7200-21960-001	People+Content, sccessories
POLYCOM	7200-21965-001	VSX 7400 BUNDLE VSX7000, People+Content, accessories
POLYCOM	7200-21962-001	VSX8400 BUNDLE VSX 8000, People+ Content, accessories
		VSX8800 BUNDLE VSX 8000, 2 mics, Dual Monitor Support, Multipoint,
POLYCOM	7200-21966-001	People+Content, accessories
POLYCOM	2200-21400-001	VSX 8000-VSX 8000 codec, accessories
POLYCOM	2230-21728-001	Polycom Practitioner
POLYCOM	2230-21728-001	Polycom VSX 5000
POLYCOM	7200-22540-001	Polycom VSX 7000e
POLYCOM	2200-22650-001	Polycom VSX 7000s

% Discount Offered 25 30 30 31 30 30 10 30 30 30 27.5 27.5 27.5 27.5 30 27 30 30

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